

1999 Editorial INDEX

This index of volumes 189 and 190 of **AMERICAN NURSERYMAN** covers all feature articles, as well as the Field Notes, First Person, Labor Watch, News Watch, Pest Control and Research departments. Articles are indexed by subject starting here, and by author starting on page 77. We hope you find the index useful for reviewing past articles of **AMERICAN NURSERYMAN**.

For copies of any article or a back issue, call the subscription department at (800) 621-5727; in Illinois, dial (312) 782-5505. The cost is \$5 per issue mailed in the US, \$6 per issue to Canada and \$7 per issue for all others. Articles in **AMERICAN NURSERYMAN** are also available on microfiche through University Microfilms International (UMI) and can be found in many university libraries. UMI can be contacted at (800) 521-3044.

ARBORETA
(see **BOTANICAL GARDENS/ARBORETA**)

ASSOCIATION ACTIVITIES

ALCA Publishes Membership Directory. *News brief*. May 1, page 20

ANLA Expands Government Relations Staff. Dec. 1, page 18

ANLA to Celebrate 125th Anniversary. *News brief*. Nov. 15, page 16

ANLA Meets With Congress. Dec. 1, page 12

ASLA Assists With Reservation Renovation. Sept. 15, page 16

ASLA Celebrates Centennial with Community Projects. July 15, page 14

ASLA Publishes Preparation Guide for Landscape Exam. *News brief*. June 15, page 16

ASLA Selects 1999 Honorary Members. *News brief*. Aug. 1, page 14

ASLA to Unveil Olmsted Stamp. *The American Society of Landscape Architects will unveil the US Postal Service's stamp honoring Frederick Law Olmsted*. Aug. 1, page 14

FNGA Presents Garden Grants, Debuts New Marketing Logo. Oct. 15, page 14

Grant Proposal Deadline Approaching. *The Fred C. Gloeckner Foundation has announced the deadline for grant proposals for research and educational projects*. *News brief*. Dec. 1, page 12

Hort Therapy Heals People, Benefits Industry. *The American Horticultural Therapy Association has been concerned with the development and promotion of gardening in order to achieve or maintain mental and physical well-being*. Dec. 15, page 14

IPPS Eastern Region Names Four Fellows. *News brief*. Dec. 1, page 12

1999 Editorial INDEX

This index of volumes 189 and 190 of **AMERICAN NURSERYMAN** covers all feature articles, as well as the Field Notes, First Person, Labor Watch, News Watch, Pest Control and Research departments. Articles are indexed by subject starting here, and by author starting on page 77. We hope you find the index useful for reviewing past articles of **AMERICAN NURSERYMAN**.

For copies of any article or a back issue, call the subscription department at (800) 621-5727; in Illinois, dial (312) 782-5505. The cost is \$5 per issue mailed in the US, \$6 per issue to Canada and \$7 per issue for all others. Articles in **AMERICAN NURSERYMAN** are also available on microfiche through University Microfilms International (UMI) and can be found in many university libraries. UMI can be contacted at (800) 521-3044.

ARBORETA
(see **BOTANICAL GARDENS/ARBORETA**)

ASSOCIATION ACTIVITIES

ALCA Publishes Membership Directory. *News brief*. May 1, page 20

ANLA Expands Government Relations Staff. Dec. 1, page 18

ANLA to Celebrate 125th Anniversary. *News brief*. Nov. 15, page 16

ANLA Meets With Congress. Dec. 1, page 12

ASLA Assists With Reservation Renovation. Sept. 15, page 16

ASLA Celebrates Centennial with Community Projects. July 15, page 14

ASLA Publishes Preparation Guide for Landscape Exam. *News brief*. June 15, page 16

ASLA Selects 1999 Honorary Members. *News brief*. Aug. 1, page 14

ASLA to Unveil Olmsted Stamp. *The American Society of Landscape Architects will unveil the US Postal Service's stamp honoring Frederick Law Olmsted*. Aug. 1, page 14

FNGA Presents Garden Grants, Debuts New Marketing Logo. Oct. 15, page 14

Grant Proposal Deadline Approaching. *The Fred C. Gloeckner Foundation has announced the deadline for grant proposals for research and educational projects*. *News brief*. Dec. 1, page 12

Hort Therapy Heals People, Benefits Industry. *The American Horticultural Therapy Association has been concerned with the development and promotion of gardening in order to achieve or maintain mental and physical well-being*. Dec. 15, page 14

IPPS Eastern Region Names Four Fellows. *News brief*. Dec. 1, page 12

ISA Celebrates 75th Anniversary With Fundraiser. Nov. 15, page 16	tall, 3,375-square foot greenhouse, which will be home to hundreds of plants indigenous to Florida's swamp habitat. July 1, page 19	native flora of Pennsylvania through a frozen-seed bank. April 15, page 22	plants based on site conditions. News brief. July 15, page 10	landscapes across the U.S. Nov. 1, page 12	Award to André Viette Farm and Nursery. News brief. Oct. 15, page 10
MLNA Officers Chosen. Nov. 15, page 22	Frederik Meijer Gardens to Display Leonardo da Vinci's Horse. The Frederik Meijer Gardens has acquired a 24-foot-tall, bronze horse sculpture inspired by an unfinished Leonardo da Vinci design. Jan. 1, page 16	Tropical Display Opens Near Duke Gardens. The Museum of Life and Science has opened the Magic Wings Butterfly House. May 1, page 24	Working Harder With Software. Increase your client base and bottom line by delivering your services more efficiently with routing software. Sarah McCollum. May 1, page 40	ASLA Recognizes 29 Landscape Architects. News brief. Dec. 1, page 12	OSU Plant Pathologist Receives \$508,000 Grant From NASA. Sept. 1, page 16
New Association Executive Directors Named. The Arizona Landscape Contractors' Association, Colorado Nursery Association and Illinois Nurserymen's Association have named new executive directors. News brief. Nov. 1, page 12	UNCW Creates Campus-wide Arboretum. Aug. 1, page 16	CONTAINER GARDENING	Briggs Inducted Into ANLA Hall of Fame. The American Nursery & Landscape Association has inducted Bruce Briggs into its Hall of Fame. Oct. 1, page 14	Pennington Seed Wins International Advertising Award. News brief. Sept. 1, page 14	Pindale Wins SNA Award. Martha Pindale received the David E. Laird Sr. Memorial Award. Dec. 1, page 18
NJDA Manager Elected President of National Plant Board. Nov. 15, page 22	JC Raulston Arboretum Continues Plant Distribution Tradition. The JC Raulston Arboretum at NC State University continues the work of its namesake by distributing new or uncommon plants throughout the state for trial, observation and possible commercial production. Jan. 15, page 14	CHRISTMAS (see RETAILING)	Container Compositions. Using containers adds increased interest and flexibility in landscape designs. Karen Stoezl Midden. April 1, page 90	Del Tredici Receives 1999 Scott Medal and Award. The Scott Arboretum of Swarthmore College has presented its 1999 Arthur Hoyt Scott Garden and Horticultural Medal and Award to Dr. Peter Del Tredici. April 15, page 20	Pursell Names Winner in Logo Contest. April 1, page 12
OAN Continues Safety Classes for Spanish-Speaking Workers. March 1, page 12	Morton Arboretum to Build New Library. The Morton Arboretum, Lisle, IL, is building a new library to house its rare botanical books and prints collection. March 1, page 14	COMPOSTING	Containing Beauty. Combination containers create profit, exceed customers' expectations and expand the market for high-quality plant presentations. Take advantage of what this new craze has to offer. Thomas Smith. Feb. 15, page 28	FloraStar Accepting Applications for Spring 2000 Trials. News brief. Aug. 15, page 10	Submissions for Landscape Awards Being Accepted. The Landscape Contractors Association MD-DC-VA is accepting submissions for its 1999 Excellence in Landscape Awards Competition. News brief. July 15, page 10
OFA's Short Course Draws Record Numbers. Sept. 15, page 16	Composting Council Holds National Awareness Week. April 1, page 16	COMPUTERIZATION (see also ON-LINE INFORMATION)	ALCA Accepting Entries for Environmental Awards. News brief. June 1, page 12	FNGA Chooses Plants of the Year for 2000. Oct. 1, page 16	University of Minnesota Seeks Nominations. The College of Agricultural, Food and Environmental Sciences at the University of Minnesota accepts nominations for the Siehl Prize for Excellence in Agriculture. News brief. Jan. 15, page 10
ONLA Publishes Children's Book. News brief. July 1, page 14	Computerizing Program Benefits Green Industry and Farmers. Aug. 15, page 14	Beyond Y2K. Software should help you become more competitive, not just carry you into the next century. Look for software systems that put information at your fingertips, and help you grow and sell nursery stock more efficiently. Kurt Harter. May 1, page 34	ALCA Accepting Entries for Landscape Award. News brief. June 15, page 16	Gardening in America' Receives National Award. Nov. 15, page 21	Viette Receives Garden Club of America's Medal of Honor. Aug. 15, page 12
Oregon Association of Nurserymen Inc. Names New President. News brief. Dec. 15, page 10	Morton Arboretum Publishes Pest Control Reports. The Morton Arboretum, Lisle, IL, is publishing weekly Plant Health Care Reports for Zone 5. Pest Control brief. June 15, page 14	Countdown to 2000 — Getting Your Company Ready. First Person. Jansen Chazanoff. May 1, page 15	All-America Selections Announces Winners for 2000. June 15, page 16	Goldsmith Staffer Recognized for Lifetime Achievements. Nov. 1, page 16	CRIME/FRAUD
SNA Commemorates 100 Years of Service. July 15, page 10	National Garden Set to Open in 2001. The National Garden is scheduled to open in 2001 as part of the United States Botanic Garden. July 1, page 16	Florists' Mutual Offers Liability Insurance, Plant Production Management Software. Oct. 15, page 12	American Conifer Society Offers Grants. News brief. Jan. 15, page 10	John Deere Wins Award for Skid-Steer Design. Oct. 1, page 16	Oregon Seed Co. Faces Civil Penalty. News brief. April 15, page 16
BOTANICAL GARDENS/ARBORETA	Paradise City. The Denver Botanic Gardens offers serene plant displays and a tropical jungle in the heart of a booming metropolis. Harriett McMillan. Feb. 1, page 62	Landscape Architect Creates Design Software. David Petrovsky, a landscape architect for L. Robert Kimball & Associates has created EZ-Plant software. May 1, page 24	Angelica Nurseries Receives Outstanding Employer Award. July 15, page 12	Moore Honored With Lifetime Achievement Award. Ralph Moore received the first-ever Lifetime Achievement Award from the All-America Rose Selections Inc. Nov. 15, page 18	EDUCATION/TRAINING (see also PROFESSIONAL CERTIFICATION)
Atlanta Botanical Garden Opens Children's Exhibit. Sept. 1, page 19	Phipps Conservatory and Partners Start Frozen Seed Bank. The Phipps Conservatory and Botanical Gardens has teamed with the University of Pittsburgh and the Carnegie Museum of Natural History to conserve the	PlantAmerica Introduces CD-ROM. PlantAmerica has introduced an interactive CD-ROM by Allan Armitage that reportedly recommends	ANLA Accepting Entries for 1999 Herald Award. News brief. June 1, page 12	NJNLA Honors Landscape Professionals. The New Jersey Nursery & Landscape Association has honored Franz Fuerst and Roy DeBoer for their contributions to the industry. March 1, page 15	Mid-Am to Offer Educational Seminars. Sept. 1, page 20
Botanist with Chicago Ties to Head Kew Gardens. Dr. Peter Crane, director of the Field Museum in Chicago, has been named director of the Royal Botanic Gardens at Kew in London. March 15, page 16	Arthur A. "Buck" Jones Scholarship Established. News brief. Dec. 15, page 10	ASLA Honors Historic Sites. The American Society of Landscape Architects has awarded its Centennial Medallion to 326 significant historic	Nominations Being Accepted for Scott Award. News brief. Aug. 15, page 10	National Gardening Association Promotes Children's Gardening. April 1, page 16	EMPLOYEE ISSUES/ MANAGEMENT (see also IMMIGRATION)
Brooklyn Botanic Garden Receives \$419,000 Grant. May 15, page 18	PlantAmerica Introduces CD-ROM. PlantAmerica has introduced an interactive CD-ROM by Allan Armitage that reportedly recommends	Nursery Professional Presented with Award. The Perennial Plant Association presented its Garden Media Promotion	Company Cease-Fire. Identifying and solving		
Chicago Botanic Garden Opens Enabling Garden. Aug. 1, page 18					
Florida Swamps Take Root at Cincinnati Zoo. The Cincinnati Zoo and Botanical Garden has constructed a 38-foot-					

<p>employee conflicts can help managers cool things down before they heat up. Phillip M. Perry. Nov. 15, page 57</p>	<p>an EPA settlement. Pest Control brief. June 15, page 14</p>	<p>nursery industry for use as a plant fertilizer. March 1, page 10</p>	<p><i>Pityopsis graminifolia.</i> Jennifer Kujawski. Jan. 1, page 114</p>	<p>transformation technology of the gene gun in its production of ornamental seed. May 15, page 12</p>	<p>1999 Pesticide Guide Available. Pest Control brief. April 1, page 10</p>
<p>Crime and Punishment. How should you react when one of your employees is arrested and charged with a crime? Phillip M. Perry. Sept. 15, page 54</p>	<p>Red Maple Threatens Forests in the East. April 1, page 18</p>	<p>Pennington Repackages Fertilizers. Nov. 1, page 14</p>	<p><i>Salvia uliginosa.</i> Dr. Mike Schnelle. Aug. 15, page 110</p>	<p>Camelot Fungicide Registered for California. Pest Control brief. Oct. 15, page 8</p>	
<p>A Family Affair. Family-owned businesses can eliminate many struggles and potential problems with open communication and solid planning. Phillip M. Perry. Jan. 15, page 83</p>	<p>EQUIPMENT/SUPPLIES</p> <p>Flying Insect Trap Provides Clean Removal of Lady Beetles. Pest Control brief. March 1, page 8</p>	<p>FIELD NOTES</p> <p>Acer argutum. Michael E. Ecker. June 15, page 90</p>	<p><i>Sorbus decora.</i> Terry Schwartz. April 1, page 126</p>	<p>GROWING</p> <p>The Big Screen. <i>Thuja × 'Green Giant'</i> is becoming popular among landscapers, growers and homeowners alike. This easy-to-propagate cultivar makes a beautiful, hardy screen. Jason J. Griffin, Dr. Frank A. Blazich, Dr. Thomas G. Ranney and Dr. Stuart L. Warren. Nov. 1, page 68</p>	<p>Conserve Pesticide Approved for Greenhouse Use. Pest Control brief. Jan. 15, page 8</p>
<p>Help Wanted. A solid evaluation of your company's objectives, creative advertising and good business culture go a long way when it comes to recruiting and retaining great employees in a tight labor market. Dr. Robert A. Milligan. Oct. 15, page 39</p>	<p>Fully Equipped. Facing an ever-shrinking labor market — not to mention a nagging lack of time — nursery professionals are being resourceful and designing their own tools. Marisa Delane. Dec. 1, page 26</p>	<p><i>Alchemilla mollis.</i> Nancy Rose. June 1, page 82</p>	<p><i>Amsonia hubrichtii.</i> Barbara Schlein. April 15, page 90</p>	<p>Decree Receives EPA Approval. Pest Control brief. Aug. 15, page 8</p>	
<p>A Hire Power. Recruiting and retaining great employees in a tight labor market involves aggressive strategies that are often underused or overlooked in the green industry. Phillip M. Perry. Oct. 1, page 75</p>	<p>GameTime Expands Manufacturing Facility. News brief. Nov. 15, page 16</p>	<p><i>Aster patens.</i> Jennifer Kujawski. Sept. 15, page 86</p>	<p><i>Ulmus alata.</i> Dr. Mike Schnelle. March 1, page 98</p>	<p>Floramite Approved by EPA. Pest Control brief. Dec. 15, page 8</p>	
<p>Maintaining Good Health. With the cost of health insurance rising, employers need to look at other options. Phillip M. Perry. Aug. 15, page 79</p>	<p>On the Right Trac. A line of unique, multipurpose tractors has been helping nursery and landscape professionals streamline their tasks. Beth L. Gainer. July 1, page 26</p>	<p><i>Buxus × 'Green Gem'.</i> Michael J. Schneider. Oct. 1, page 122</p>	<p><i>Viburnum sieboldii.</i> John Van de Water. Aug. 1, page 94</p>	<p>Griffin, Nation's Ag Join to Produce Fungicides. Pest Control brief. Dec. 15, page 8</p>	
<p>Stressed Out. Workplace stress can cost your business money, customers and employees, but there are several techniques available to reduce this increasing problem. Phillip M. Perry. July 15, page 90</p>	<p>Smart Carts. Display carts increase sales and decrease labor. So why do many retailers insist on using cinder blocks and tabletops for their displays? Jim Van Dellen. Feb. 15, page 32</p>	<p><i>Crataegus crus-galli</i> var. <i>inermis.</i> Nancy Rose. Feb. 15, page 82</p>	<p>FINANCIAL ISSUES/ MANAGEMENT</p> <p>2000: A Business Odyssey. As a computer-driven America hurtles into a new age, emerging trends will change the way business law works. Fred S. Steingold. Dec. 1, page 63</p>	<p>Heritage Fungicide Receives EPA Registration. Pest Control brief. May 15, page 10</p>	
<p>ENDANGERED PLANTS</p> <p>Community Support Saves Historic Eastern Cottonwood. Sept. 15, page 12</p>	<p>Sprayer Targets Weeds on Sight. Pest Control brief. Jan. 15, page 8</p>	<p><i>Cryptomeria japonica</i> 'Globosa Nana'. Richard A. Larson. Feb. 1, page 102</p>	<p>ALCA's Management Program Enters Fourth Year. May 1, page 24</p>	<p>Kaligreen Receives Expanded Label. Pest Control brief. Aug. 15, page 8</p>	
<p>ENVIRONMENT</p> <p>New Trees Sprout From EPA Settlement. Sunoco Inc. will plant more than 200 trees as the result of</p>	<p>Wholesale Shipments of Snow Throwers Drop in 1999. News brief. Aug. 15, page 10</p>	<p><i>Dianthus gratianopolitanus</i> 'Firewitch'. Hubert P. Conlon. Dec. 1, page 102</p>	<p>Financing Your Business: Determining the Profitability Cycle. First Person. Jansen Chazanoff. Feb. 1, page 8</p>	<p>Miticide Approved by the EPA. Pest Control brief. Oct. 1, page 10</p>	
<p>New Trees Sprout From EPA Settlement. Sunoco Inc. will plant more than 200 trees as the result of</p>	<p>FERTILIZERS/PLANT NUTRITION</p> <p>Hormodin Granted Zero REI. The Geiger Cos. has received approval from the EPA to reduce the restricted entry interval for the Hormodin line of root-growth compounds to zero. News brief. March 1, page 10</p>	<p><i>Eriobulus trilobatus.</i> Michael S. Dosmann. July 1, page 98</p>	<p>The Key to Claiming. Business owners can help themselves at tax time by becoming familiar with which business expenses are deductible. Fred S. Steingold. March 1, page 67</p>	<p>Novartis Earnings Expanded Fungicide Label. Pest Control brief. Nov. 1, page 8</p>	
<p>New Trees Sprout From EPA Settlement. Sunoco Inc. will plant more than 200 trees as the result of</p>	<p>Michigan Student "Discovers" Alternative Fertilizer. Jared Milarch has introduced a little-known, naturally occurring substance called Azomite to the</p>	<p><i>Hakonechloa macra</i> 'Aureola'. Tom Micheletti. Oct. 15, page 90</p>	<p>Smooth Selling. When selling or buying a business, a detailed sales contract is needed along with other safeguards. Fred S. Steingold. July 1, page 57</p>	<p>Novartis Introduces New Insecticide and Fungicide. Pest Control brief. Dec. 15, page 8</p>	
<p>New Trees Sprout From EPA Settlement. Sunoco Inc. will plant more than 200 trees as the result of</p>	<p><i>Helianthus divaricatus.</i> Jennifer Kujawski. Dec. 15, page 118</p>	<p><i>Lycium pallidum.</i> Jim Borland. Sept. 1, page 102</p>	<p>GARDEN CENTERS (see RETAILING)</p> <p><i>Hystris putula.</i> Jennifer Kujawski. May 15, page 98</p>	<p>Pesticide Warning Signs Available on Internet. Pest Control brief. Dec. 15, page 8</p>	
<p>New Trees Sprout From EPA Settlement. Sunoco Inc. will plant more than 200 trees as the result of</p>	<p><i>Magnolia virginiana.</i> Hubert P. Conlon. July 15, page 126</p>	<p><i>Picea glauca</i> var. <i>densata.</i> Michael J. Schneider. Jan. 15, page 122</p>	<p>GENETICS</p> <p>Ball Helix Takes Aim at Ornamentals With Gene Gun. Ball Horticultural Co. has acquired rights from The Scotts Co. to use the</p>	<p>Seeking Approval. A government-supported program helps foster pesticide-label registration and expansion for the nursery industry. J. Ray Frank. Aug. 1, page 62</p>	
<p>New Trees Sprout From EPA Settlement. Sunoco Inc. will plant more than 200 trees as the result of</p>	<p><i>Pitoposis graminifolia.</i> Jennifer Kujawski. Jan. 1, page 114</p>	<p><i>Salvia uliginosa.</i> Dr. Mike Schnelle. Aug. 15, page 110</p>	<p>HERBICIDES/FUNGICIDES /PESTICIDES (see also PEST/DISEASE CONTROL and IPM)</p> <p>1999 New England Pesticide Guide Available. Pest Control brief. May 15, page 14</p>	<p>Talstar CA Registered With Expanded Label. News brief. Dec. 1, page 12</p>	

Usage Instructions Added to Scotts Co. Fungicide. Pest Control brief. Nov. 1, page 8

IMMIGRATION
(see also **EMPLOYEE ISSUES/MANAGEMENT**)

ANLA Members Voice Need for Immigration and Labor Reform. Oct. 15, page 10

INSURANCE ISSUES

Florists' Mutual Offers Liability Insurance, Plant Production Management Software. Oct. 15, page 12

Protecting Your Investments. Many nursery professionals are insuring their plants to protect themselves when major losses occur. Nelson Maurice. Oct. 1, page 83

INTEGRATED PEST MANAGEMENT (IPM)
see also **HERBICIDES/FUNGICIDES/PESTICIDES and PEST/DISEASE CONTROL**

Gempler's 1999 IPM Almanac Updated. Pest Control brief. Aug. 1, page 12

Methyl Bromide Alternative Proposed in California. Researchers at the University of Kearney Agricultural Center have developed a solarization process that is being considered as a methyl bromide alternative. April 15, page 16

Natural Deterrents. According to recent evaluations, several woody landscape plants have shown some level of pest resistance and may prove viable alternatives to chemical pesticides. Monte P. Johnson. Nov. 15, page 44

University to Coordinate Pest-Management Program. Nov. 15, page 18

INTERNATIONAL BUSINESS

Distributors Conduct Overseas Plant Exchange. Several new plant varieties will be released in North America this year due to the cooperative

efforts of two plant distributors: Pride of Place Plants Inc. and Novitas Plantae. Feb. 1, page 14

Oregon Nursery Industry Looks to Japan. Oregon's nursery industry is looking to Japan as a potential import and export market for plants. Nov. 1, page 15

Pacific Northwest Growers Seek Market in Japan. May 1, page 20

INVASIVE PLANTS

Florida Growers Urged to Stop Selling 11 Invasive Plants. July 15, page 12

Green Industry Urged to Stomp out Giant Salvinia. Pest Control brief. Aug. 1, page 12

Invasives Roundtable. In a no-holds-barred discussion, plant professionals tackle the topic of invasive plants — and the commercial horticulture industry's responsibilities. July 15, page 54

Minnesota to Revise Rules Governing Invasive Plants. Jan. 1, page 12

USDA Adds Two Plants to its Noxious-Weed List. May 15, page 10

USDA to Amend Noxious-Weed Regulations. Pest Control brief. Feb. 1, page 10

IRRIGATION/WATER CONSERVATION

Gelled Water Offers Growers an Irrigation Alternative. DRIWATER Inc. now offers several application methods for use with its gelled water product in nursery operations and landscapes. July 1, page 18

Water-Saving Strategies. Several cultural practices can conserve water in the landscape and assist in the growing of water-resistant plants. Dr. Hannah Mathers. April 15, page 52

LANDSCAPE BUSINESS

ALCA's Student Career Days Program Grows. The 1999 Student Career Days,

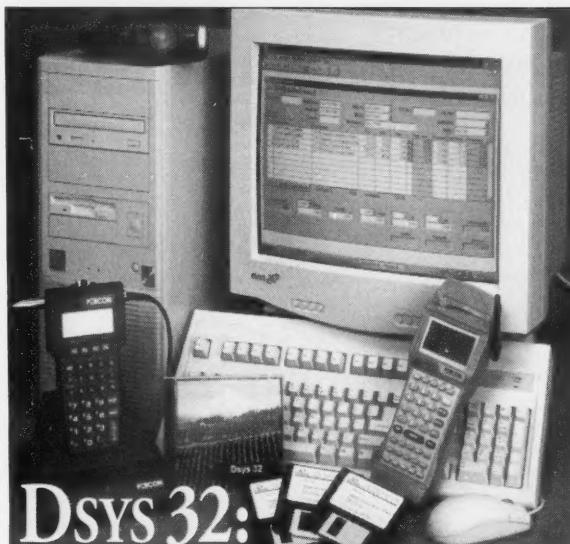


Growing unique and specimen grade plant material for more than 50 years.

Call for fast, friendly service.

Herman Losely and Son, Inc.
3410 Shepard Road • Perry, Ohio 44081
440-259-2725 • Fax 440-259-3690
www.losely.com

For free information circle 86 on the Postage Paid Card



- 32-bit Windows-based complete business management software
- Designed for wholesale nurseries and greenhouses
- Easy-to-use and packed with new features
- Year 2000 compliant

**Inventory &
Accounting
Software for the
wholesale grower**

DOANE

800-367-7082
www.doaneag.com

For free information circle 87 on the Postage Paid Card

**Tuckahoe
Nurseries, Inc.**

**Quality Container &
Field Grown Stock**

- Serviceberry
- Chokeberry
- Summersweet
- Compact Inkberry
- Winterberry
- Eastern Red Cedar
- Sweetbay Magnolia
- Northern Bayberry
- Pitch Pine
- Highbush Blueberry
- Arrowwood
- Viburnum

**Shade Trees
Flowering Trees
Evergreens**

P.O. Box 576
Tuckahoe, NJ 08250
609/861-0533 FAX 861-0383
tni@bellatlantic.net

For free information circle 88 on the Postage Paid Card

hosted by ALCA, attracted the most students and landscape companies in the program's 23-year history. June 15, page 18

Clarence Davids & Co. Has a Cow. A landscape company adds a Fiberglas cow statue to a planter in Chicago. Oct. 1, page 14

Consolidation of Landscape Companies Increases ALCA Membership. May 15, page 16

Expo 99 Draws Largest Crowd in its History. Oct. 1, page 17

Landscape Architecture a Hot Track Profession. Landscape architecture was named a runner-up hot track profession by U.S. News & World Report. News brief. Feb. 1, page 12

Landscape Industry Reports Record Revenues. More than 21 million households spent \$16.8 billion on professional landscape services in 1998. News brief. July 1, page 14

LANDSCAPE DESIGN/INSTALLATION

Accessible Gardening. An enabling garden illustrates a wide range of possibilities for gardeners of all ages and abilities. Sally D. Benson. Sept. 1, page 44

Chicago Museum Creates a Native Midwestern Ecosystem. The new Peggy Notebaert Museum in Chicago has restored a portion of the city's original shoreline to create a native Midwestern ecosystem. Feb. 15, page 10

Drama in Design. A steeply sloping hillside is transformed into a backyard playground at this Virginia Superior Site. Leah Bocanegra. Jan. 1, page 26

Frontyard Facelifts. Update frontyard landscapes by softening walkways with borders of perennials and grasses, adding colorful containers

to doorways and incorporating a variety of evergreens about the lawn. Douglas Macdonald. Oct. 15, page 52

In the Spirit. When renovating a garden, landscape designers must take care to preserve the spirit of the original landscape design. Iain M. Robertson. Oct. 15, page 43

In Style. Landscape designers who understand architectural styles can create appropriate — and better — landscapes. Frederick R. Spicer Jr. April 1, page 26

Lands Across America. From recognizing vacant lots to seaside gardens, the 1998 American Garden Awards program proves it's not the size of a garden that counts — it's what landscape designers put into them. Jennifer Hooks. May 15, page 51

Landscape Professionals Beautify Arlington Cemetery. News brief. Oct. 1, page 12

Lava Rock Offers Landscapers a Design Alternative. Gardeners are discovering the beauty and benefits of using decorative lava rocks in their landscapes. April 1, page 12

A Natural Attraction.

By focusing on simplicity and building on the area's intrinsic beauty, a landscape architect transforms a flood-prone coastal property in Maine into a naturalistic haven in this Superior Site. Kathleen Lucadamo. July 1, page 52

textured Idaho Superior Site. Jennifer Hooks. April 1, page 38

Reunion With Nature. Stone animals, bronze figures and terra-cotta urns are being used to unite human and natural elements and bring unique personality to landscapes across the country. Kathleen Lucadamo. April 1, page 44

Setting Your Sites. Determining the characteristics of a difficult site and understanding how to adjust to those conditions can help landscape designers turn a problem area into a thriving garden. Lois Berg Stack. Dec. 1, page 48

Sudden Impact. With a plethora of radiant colors, sizes and textures, perennials are now being used in many ways to liven up the landscape. Dan Simmons. Nov. 15, page 30

Toasting a Landscape. An Ohio winery is transformed into a public entertainment center in this Superior Site. Kathleen Lucadamo. July 1, page 52

LEGISLATION/ REGULATION, NATIONAL

Clinton Issues Executive Order on Invasive Species. April 15, page 22

Driving Laws Amended for Teen Workers. Jan. 1, page 14

H-2A Guest Worker Reform Bill Dies in House. Jan. 1, page 14

H-2A Reforms Bill Introduced to Congress. Dec. 15, page 10

Pandora's Box. The Food Quality Protection Act promises to more closely regulate agricultural pesticides, and this new law will have wide-reaching effects on the nursery industry. Paul Guillebeau. March 1, page 36

LEGISLATION/ REGULATION, STATE

California Moves to Exempt Reduced-Risk Pesticides From Registration. Pest Control brief. May 1, page 18

Oregon Issues Fines for Pesticide Violations. April 1, page 18

Oregon to Develop a Pesticide-Use Reporting System. Sept. 15, page 12

MARKETING/ ADVERTISING

Chamber of Opportunity. The chamber of commerce is an often overlooked and underutilized resource for networking and helping your business grow. Phillip M. Perry. April 15, page 60

Courting the Consumer. To increase their business, growers and garden center owners need to meet the demands of the often-overlooked consumer — the home gardener. Carol J. Sutton. Feb. 15, page 40

John Deere to Provide On-Site Mower Maintenance. Deere & Co. offers on-site maintenance service for lawn-care equipment in more than 30 states this spring through its Ready to Mow program. May 15, page 14

Jumping on the Brand Wagon. By branding its plants and developing new marketing schemes, Monrovia, as well as other growers, are attempting to generate higher profits and stronger customer loyalty. Brandon Stahl. Sept. 15, page 43

The Main Attraction. By building on European examples, North American garden centers can become popular — and profitable — tourist destinations. Brian Minter. Jan. 15, page 64

Monrovia Adds to Garden Design Series. Aug. 15, page 18

New Marketing Services Company Established. GreenAdvice is a new marketing services com-

pany specializing in the ornamental, turfgrass, consumer and specialty agriculture industries. News brief. Nov. 1, page 10

Ohio Grower Launches Brand-Marketing Campaign. Corso's Perennials has launched a marketing campaign designed to establish an identity for its herbs through branding. Feb. 1, page 12

Worth Every Penny. Dealing with price competition involves more than just lowering your prices. Enhancing customers' perceived value of your product or service is the most effective way to stay ahead of the game. Wayne Outlaw. Jan. 1, page 46

MASS MERCHANDISING

Frank's Donates Money for Cancer Research. April 1, page 12

MERGERS/ACQUISITIONS

Bayer-Pursell Enters Garden Market. News brief. Nov. 15, page 16

Burlington Acquires Dragon Corp. News brief. May 1, page 20

Century Rain Aid Buys Rain Control. March 1, page 16

Entrepreneur Acquires Blooms of Bressingham. May 1, page 20

Gardening Site Announces Joint Venture Agreement. News brief. Nov. 15, page 16

Monsanto and DuPont in Merger Talks. April 15, page 21

NATIVE PLANTS

EPA Creating Native Plant and Seed Supplier Directory. News brief. Sept. 1, page 14

Gardening on the Wild Side. Outstanding native wildflowers bring year-round color and texture to the landscape. Carole Ottesen. Nov. 1, page 24

NURSERY INDUSTRY

1998 Wage & Benefit Survey. Increased wages and benefits can help employers keep workers satisfied, but with the continuing labor shortage, is it enough? June 1, page 22

Albin Resigns From ANLA, Joins New Management Company. Aug. 1, page 14

American Forests Spreads Johnny's Apple Seed. American Forests has produced direct offspring of the last known tree planted by Johnny Appleseed. June 1, page 16

Ames-True Temper Opens Center. Nov. 15, page 21

Bailey Pedals Across Six States to Raise Funds for HRI. Sept. 1, page 14

Bailey to Ride Bike in Support of HRI. Gordon Bailey is planning a multistate bicycle ride to raise money for the Horticultural Research Institute. News brief. April 1, page 12

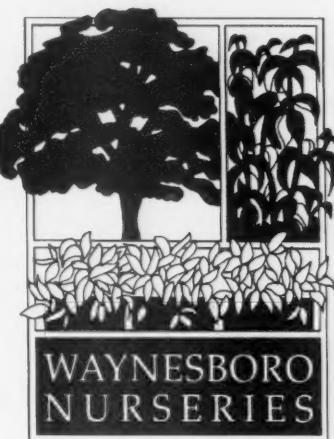
Bonsai Bonanza. The US bonsai industry is growing dramatically because nursery professionals and consumers have a huge fondness for these little plants. Thomas S. Elias. April 1, page 60

Breaks Reduce Fatigue at Trade Shows. Trade show exhibitors should take frequent breaks during the day in order to reduce fatigue. March 1, page 12

Bridge Over Trading Waters. The SUSTA/SNA Mission to the IPM Horticulture Trade Show takes the US industry to the world's fair of horticulture. Matt Schlossberg. Dec. 15, page 88

City Park Plants Sod Sans Soil. A soilless sod system from Australia is getting a shakedown in Chicago to see if it can prevent a puddle problem. Oct. 15, page 10

WHY WAYNESBORO?



Extensive Selection

**Field Grown
Container Grown
Big Trees**

Exceptional Service

**Reliable Sales Reps
Dependable Shipping
Strict Quality Control**

**800-868-8676 • Fax 540-946-3814
P.O. Box 987 • Waynesboro, VA 22980
WWW.WAYNESBORONURSERIES.COM**

For free information circle 89 on the Postage Paid Card



don't bet the greenhouse on it!

Income Stability & A Secure Yield

With Nursery Crop Insurance from Great American, you can protect your business (and yourself) against the perils of wind, hail, fire, frost, disease* and infestation. As a result your revenue stream is no longer at the mercy of forces you cannot control.



Pack. You'll get all the details on everything from Catastrophic (CAT) coverage...to "Buy-up levels"...to special endorsements like the "Peak Season Endorsement."

 **GREAT AMERICAN INSURANCE COMPANIES**

Order Your FREE Nursery Crop Insurance Pack

Find out more about our flexible coverage options by ordering your Free Nursery Crop Insurance

Call 1-877-4AGLINK

e-mail: gacrop@gatam.com
to order your Free Nursery Crop Insurance Pack right now.

* Plant disease and insect damage are not covered unless no effective control measure exists.

For free information circle 90 on the Postage Paid Card

WORLD'S #1 TOP PLANT SUPPLY

#1 PLANT HEALTH EXTRA LIFE

Greatest Guarantee—Offer PROOF Ever
now 1/2 century — \$5,000. GUARANTEED to be
World CHAMPION

#1 Activator, #1 Trans., #1 Extra Life, #1 Reviver, #1 Planter, #1 Grower, #1 Perfector

SUPERthriveTM 50 IN ONE VITAMINS-HORMONES

NON-PESTICIDE Fertilizer Bio-USABLESTM TO ADD TO FERTILIZING for growing

GUARANTEED AS ADVISED IN SUPPLEMENTARY INFORMATION HOW & CONSIDERATION OF THE PRODUCT SHOULD NOT BE MADE

TOP VALUE Fertilizers Drop-A-Gel or Drop-A-Dot

Dozens of the WORLD'S SCIENCE MIRACLES IN EACH DROP! EXTRA LIFE

BALANCED ORIGINAL

ADDED TO 18 FERTILIZERS, by 18 GROWERS

RECOMMENDED BY NEARLY 1000 BOOKS, CONFERENCES, MAGAZINES, NEWSPAPERS, TVs, RADIOS USED BY FIVE U.S. DEPARTMENTS TO HELP WIN WORLD WAR II THOUSANDS OF GOVERNMENTS, STATE UNIVERSITIES, LEADING ARBORETUMS, BOTANICAL GARDENS, PARKS SYSTEMS U.S. STATES AND CITIES IN MULTIPLE DRUMS LOTS FLOWERING PLANTS SHOW WINNERS, WORLDWIDE HEALTHY, TOXICS-FREE FOODS GROWERS

① INDOOR PLANTS	TO BRING OUT MORE NEW LEAF-BUDS?
② OUTDOOR PLANTS	③ BARE ROOT ROSES TO START NEW ROOT AND FOLIAGE ACTION, SHOOTING DOWNWARD, AND UPWARD? And TO GET EARLIER, LARGER, MORE FLOWERS—LONGER?
④ SEEDLINGS	TO PLANT THEM ALL SAFELY, AND KEEP THEM GROWING STRONGLY?
⑤ TREES	TO GET "TWO YEARS' GROWTH IN ONE?"
⑥ BULBS	TO START THEM VEGETATING, Bloating Soil-root, Hastening Blooming?
⑦ SEEDS	To Help During GERMINATION, and Get EARLIER Vegetable Crop and Flowers?
⑧ LAWNS	TO ROOT DEEPER, TOUGHER TURF; Sooner Quit "Babying" New Lawns?
⑨ XMAS TREES	⑩ FLOWERS ⑪ HYDROPONICS ⑫ FIELD CROPS ⑬ WEATHER DAMAGES

AT CONSCIENTIOUS PLANT DEALERS WORLDWIDE. Used, tipped to, and supplied by thousands of conscientious plant-selling firms. REFUSE "just as good," false, cheaply-made, unbalancing substitutes, often 99 1/2% water!

NOTHING IS AT ALL "LIKE"
SUPERthriveTM. 50 VITAMINS-HORMONES

Made in U.S.A. by VITAMIN INSTITUTE
Box 230, 5411 Satauna Ave., North Hollywood, CA 91603

For free information circle 91 on the Postage Paid Card

Concentrating on What Your Business Does Best. Labor Watch. Jansen Chazanoff. Jan. 1, page 8

DuPont's Benlate Saga Continues with Federal Settlement. DuPont Co. has agreed to a settlement in a federal case that charged the company hid evidence during a 1993 Georgia civil case involving the fungicide Benlate DF. Feb. 15, page 12

Espy Acquitted of Charges. News brief. Jan. 15, page 10

Fascimilis Ltd. Re-creates Entrance to Library of Congress. Fascimilis Ltd. has created a sculpture commemorating an entrance to the Library of Congress' Thomas Jefferson Building. May 15, page 18

Florida Horticulture Industry Generates Billions. News brief. Aug. 1, page 14

Greenhouse and Lab Facility Breaks Ground in Florida. Construction of a new laboratory and office for the University of Florida began on Oct. 22. News brief. Dec. 15, page 10

Green Industry Groups to Develop Staffing and Maintenance Guides. Oct. 15, page 14

Growing into the Next Century. Industry leaders say the future looks bright, but nursery professionals do need to make some changes to ensure prosperity. Oct. 1, page 31

Historical Trees Cloned and Sold for Preservation. Champion Tree Project International has planted two genetic clones of trees more than 300 years old. June 15, page 20

Horticultural Research Institute Funds Development of Mechanized Container-Handling System. The Horticultural Research Institute has teamed with the USDA Agricultural Research Service, NASA

and the Robotics Institute at Carnegie Mellon University to develop a mechanized container-handling system. Jan. 15, page 10

INS Receives Funding for Special Teams. The Immigration and Naturalization Service will begin using quick-response teams this year after receiving a \$22 million appropriation from Congress. News brief. Feb. 1, page 12

It's Show Time. Winter conferences and trade shows offer nursery and landscape professionals endless opportunities to network with peers, learn about what's going on in the green industry and find an array of new products to build their businesses. Nov. 1, page 42

A Look at the Green Industry's Future. First Person. Jansen Chazanoff. Aug. 1, page 10

Maine Bucket Rebounds After Fire. The Maine Bucket Co. has rebuilt its office and manufacturing space after a fire damaged the original complex in 1997. News brief. June 1, page 12

Mid-Am Changes Show Format. News brief. April 15, page 16

Mixed Sales Results for Manufacturers and Distributors. Sales of horticulture supplies were up for 1998, and prediction for the first quarter 1999 are optimistic. News brief. May 1, page 20

New Technology Promotes Healthier Plants. A new system unveiled at Southern Sun Propagation Systems Inc. reportedly creates healthy, fast-growing plants that are disease-resistant and environmentally friendly. Dec. 1, page 16

ODA Back in Original Building. The Oregon Department of Agriculture has returned to its office after it was nearly

destroyed by a flood. News brief. Jan. 1, page 12

On With the Show. This summer offers a plethora of trade shows with unique displays and timely sessions. Kathleen Lucadamo. May 1, page 56

Oregon Nursery Industry Targeted for Economic Study. News brief. Oct. 1, page 12

Record Number of Exhibitors to Attend Mid-Am. News brief. Sept. 15, page 10

TAN-MISSLARK Changes Name. News brief. Oct. 15, page 10

US Postal Service Unveils Olmsted Stamp. The US Postal Service has introduced a stamp commemorating Frederik Law Olmsted. News brief. Jan. 1, page 12

ON-LINE INFORMATION (see also COMPUTERIZATION)

On-Line Retailing Becomes E-tailing. Churchill Enterprises Inc. has launched what it terms the first on-line store fully stocked for growers and retailers. News brief. Oct. 15, page 10

University of California Develops Web Sites for Pest Control. Pest Control brief. April 1, page 10

PEST/DISEASE CONTROL (see also HERBICIDES/FUNGICIDES/PESTICIDES and IPM)

Achilles' Heel. Despite their strength and hardness, pines do have a weakness—fungal disease. Dr. Stephen Nameth, Jim Chatfield and Nancy J. Taylor. Sept. 1, page 40

Another Exotic Wood-Boring Beetle Found in US. Pest Control brief. Feb. 1, page 10

APHIS to Regulate Canadian Gypsy Moth Host Materials. Pest Control brief. Oct. 15, page 8

Asian Ambrosia Beetle Enters Virginia Territory. Aug. 1, page 12

Asian Longhorned Beetle Resurfaces in Chicago. Pest Control brief. Sept. 1, page 12

The Big 'B's of Bulb Disease. Mild temperatures and plenty of rain make the Pacific Northwest the perfect place to grow bulbs; however, these same conditions make the area ripe for Botrytis blight and basal rot. Dr. Gary Chastagner. Oct. 1, page 36

Black Swallowwort Spreads in Midwest. Jan. 15, page 8

Bronze Birch Borer Threatens Ornamental Birch Trees. May 1, page 18

The Buck Stops Here. Several control strategies are available to help nursery professionals keep unwanted deer away from valuable ornamentals. Jim Van Dellen. March 1, page 24

California Enacts Quarantine on Red Imported Fire Ant. Oct. 15, page 8

Connecticut Battles Cedar Longhorned Beetle. June 1, page 10

Cornell Releases Guide on Controlling Geese. Pest Control brief. April 1, page 10

Dogwood Anthracnose Continues Spread Through US. July 15, page 8

Don't Get Rusty. By properly identifying cedar-apple rust, cedar-hawthorn rust and cedar-quince rust, nursery professionals can limit damage from these fungal diseases. James E. Schuster. May 1, page 70

Dutch Elm Disease Maintains Presence in US. Sept. 15, page 8

Elm Yellows Outbreak Occurs in Illinois. June 15, page 14

Exotic Beetle Found in US. Pest Control brief. Sept. 15, page 8

Exotic Pest Found in California. Dec. 1, page 16

Fungus vs. Fungus in Battle Against DED. Jan. 1, page 10

Hormodin Labeled for California Growers. Pest Control brief. July 15, page 8

Hosta Takeover. Proper cultural practices, fungicides and other methods can control or prevent crown rot on hostas. Brooke Edmunds, Mark Gleason and Ursula Schuch. Oct. 1, page 66

Illegal Weed Sold on the Web. The American Nursery & Landscape Association is receiving reports from the USDA that giant salvinia is being sold in the nursery trade. Pest Control brief. Sept. 1, page 12

Imported Fire Ant Heads West. Pest Control brief. Feb. 15, page 8

IR-4 Faces Strategic Challenges. IR-4 serves as a broker for the scientific dialogue between minor crop producers and the agrochemical industry. Nov. 1, page 12

Juniper Root Weevils Found in Kansas. Pest Control brief. June 15, page 14

Lily Leaf Beetle Spreads through New England. Pest Control. Richard A. Casagrande. March 15, page 12

Longhorned Beetle Found in Manhattan; Spreads in Chicago. Oct. 15, page 12

Minnesota Sets Gypsy Moth Traps. Pest Control brief. Aug. 15, page 8

Mite Causes Distortions on Minnesota Spruces. Pest Control brief. Nov. 1, page 8

Multicolored Asian Lady Beetles Swarm the States. Feb. 1, page 10

New Asian Beetle Found in Minnesota Imports. Nov. 1, page 8

New Gypsy Moth Sightings in Oregon. Nov. 15, page 20

North Dakota Releases Flea Beetles to Fight Leafy Spurge. Pest Control brief. Oct. 1, page 10

ODA Compiles List of Acceptable Insects. Pest Control brief. Feb. 15, page 8

ODA to Spray Residential Site for Gypsy Moth. Pest Control brief. May 15, page 10

OFA Offers Pest Identification Guide. Pest Control brief. Feb. 1, page 10

Of Mites and Men. The Connecticut Agricultural Experiment Station rates the best controls to avoid the costly damage caused by two-spotted spider mites. Dr. Richard S. Cowles and Timothy M. Abbey. Aug. 15, page 68

Oregon Gypsy Moth Population Continues to Decline. Dec. 15, page 8

Oregon Sets Traps for Gypsy Moth. Pest Control brief. July 15, page 8

Peach Extract a Possible Methyl Bromide Alternative. Pest Control brief. April 15, page 14

Pest Control Product Guide Available. Pest Control brief. Jan. 15, page 8

Pine Shoot Beetle Found in Vermont. Pest Control brief. Sept. 1, page 12

Pine Wilt Disease Increases in Missouri. Nov. 15, page 20

Proper Plant Diagnosis. A systematic approach is needed to properly identify the cause of plant stresses and diseases. Dr. Fredric Miller. July 15, page 78

Readers Sound Off on Deer Control. July 1, page 12

Growing Great Roses Doesn't Take Years...

It Takes
Weeks



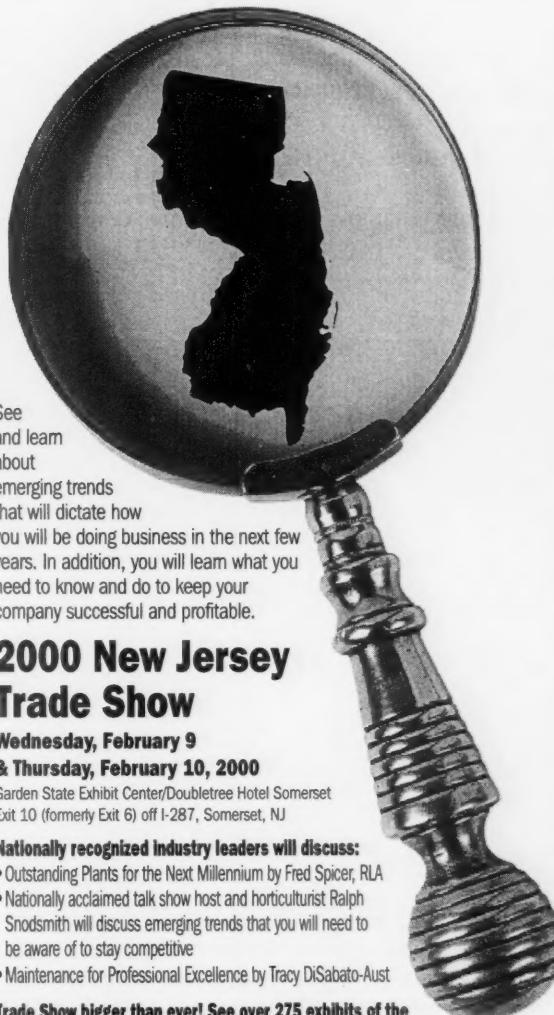
Contact us for our price list and full color bareroot rose catalog.

430 E. 19th Street Upland, CA 91784
ph. 800-992-4409 fax 909-920-0308

Visit our web site at
<http://www.weeksroses.com>

For free information circle 92 on the Postage Paid Card

Focus on the Future



See and learn about emerging trends that will dictate how you will be doing business in the next few years. In addition, you will learn what you need to know and do to keep your company successful and profitable.

2000 New Jersey Trade Show

Wednesday, February 9 & Thursday, February 10, 2000

Garden State Exhibit Center/Doubletree Hotel Somerset
Exit 10 (formerly Exit 6) off I-287, Somerset, NJ

Nationally recognized industry leaders will discuss:

- Outstanding Plants for the Next Millennium by Fred Spicer, RLA
- Nationally acclaimed talk show host and horticulturist Ralph Snodsmith will discuss emerging trends that you will need to be aware of to stay competitive
- Maintenance for Professional Excellence by Tracy DiSabato-Aust

Trade Show bigger than ever! See over 275 exhibits of the newest and best equipment, supplies and plant material.

Sponsored by: **New Jersey Nursery and Landscape Association (NJNLA)**

NJNLA 1.800.314.4836

For free information circle 93 on the Postage Paid Card

STARK BRO'S WHOLESALE CO.



**BUY MORE,
SAVE MORE**

**Increase your order...
increase your savings on
APPLE TREES**

**Finest selection of the
best Stark Brand
dwarf fruit trees**

**Large, color PICTURE TAGS
FREE with your order**

Superb customer service

**Low MINIMUM ORDER
only 50 trees**

**First time ordering?
SAVE 10% with our
NEW CUSTOMER discount**

**Over 180 years experience
growing & shipping**

**Order Now for
Spring 2000!**

800-435-8733

**BAREROOT
FRUIT TREES**



**P.O. Box 398
Louisiana, MO 63353**

For free information circle 94 on the Postage Paid Card

Rottin' Roots. Root rot can wreak havoc in a nursery, but through accurate diagnosis and proper cultural, biological and chemical controls, nursery professionals can limit the damage and stop this disease. Dr. Olaf K. Ribeiro. Nov. 15, page 48

Roundheaded Apple Tree Borer Eats Away at Growers' Profits in Maine. April 1, page 10

Russian Honeybees may Prove Mite-Resistant. Pest Control brief. Oct. 15, page 8

The Scourge of Scots Pine. Nursery professionals and landscapers need to understand what causes pine wilt so they can work on preventing and eradicating this devastating disease. Mark Gleason, Narjess Zriba and Marc Linit. July 15, page 46

Stressed Oaks Susceptible to Twolined Chestnut Borer. Sept. 1, page 12

Sustainable Beauty. To prevent the proliferation of plants and diseases, the University of Rhode Island Cooperative Extension is listing and promoting Northeastern sustainable plants. Marion Gold, Dr. Brian K. Maynard and Dr. Richard A. Casagrande. June 15, page 60

Take Control of Scale Infestations. Pest Control. Dr. Fredric Miller. Nov. 15, page 14

Thrips and Mites Increasing in Maryland. Pest Control brief. Oct. 1, page 10

USDA Amends Cut Flower Regulations. Pest Control brief. Sept. 15, page 8

USDA Gives \$5 Million to Combat Asian Long-horned Beetle. Pest Control brief. May 1, page 18

USDA Issues Quarantines to Control Pine Shoot Beetle. Feb. 15, page 8

Viburnum Leaf Beetle Infests New York. March 1, page 8

Voles — Unsuspecting Varmints in Landscape Feeding. April 15, page 14

Weather Permitting. A mild winter and preventive measures limited the amount of diseases at most nurseries this year. However, excess rain and dry conditions in various regions threaten the 2000 growing season. Kathleen Lucadamo. Sept. 1, page 26

Weed Patrol. Proper use of herbicides and other weed controls can greatly reduce the container weeds in your nursery. Dr. Todd L. Mervosh. Sept. 1, page 32

Western Gall Rust Re-Emerges in Kansas. Aug. 15, page 8

Wisconsin Sprays for Gypsy Moth. Pest Control brief. Aug. 1, page 12

PLANTS

Aloha Hawai'i. With growing interest in Hawaii's beautiful plants, nursery professionals and landscapers would do well to offer these colorful beauties to their customers. Richard A. Criley. Aug. 1, page 50

Another Look at Arborvitae. When used and maintained properly, arborvitae offer landscapes unique grace and textures — and deserve a second look. Michael E. Ecker. Nov. 1, page 50

Architectural Alternatives. Landscapes with limited space can benefit from hardy, beautiful conifers that provide structure. Charlene Harris. Jan. 15, page 22

Australian Fuchsia. Although often underused, Correa species and cultivars make nice landscape additions in Mediterraneanlike climates. Nicole A. Reed. Dec. 1, page 42

Bamboo: Beyond the Tropics. Despite the exotic images bamboo may evoke, it's much harder and adaptable than you may think and works well in a variety of landscapes. Christopher DeRosa. May 15, page 60

Becoming Well-Grounded. Using unique combinations of underused groundcovers can take a landscape to different levels. Kathy Freeland. April 15, page 34

Beyond the Norm. New and unusual shrub varieties bring color, texture and beauty to foundation plantings and borders. Debbie Lonnee. Sept. 1, page 56

Beyond the Sea. Seaside landscapes require hardy plants that are tolerant of conditions not often found in traditional garden settings. Ellen Talmage. March 15, page 58

Breck's Brings a Touch of Dutch to U.S. Breck's is introducing several plants this fall that the company believes match current trends in Holland's bulb industry. Aug. 15, page 10

Cashing in on Color. Sell more bedding plants by expanding your product lines and using creative merchandising techniques. Don Grey. Feb. 15, page 22

Caveat Emptor. Nursery professionals should use only those poplar clones that have proved to be hardy and pest- and disease-resistant. Don I. Dickmann and Jud G. Isebrands. March 1, page 60

The Class of 1999. Growers and garden center owners can enliven their plant selections and increase sales by offering this year's plant award winners. Leah Bocanegra. Jan. 1, page 38

Climbing the Walls. Decorative foliage, stunning blooms and interesting growing patterns make vines and

other climbers popular choices for landscapes. Rick Sorenson. April 15, page 40

Colorful Trailblazers. Nursery, landscape and retail industries will reap great rewards by offering wonderful, unique plants to customers. Here is just a taste of the new plants commercially available to the US nursery industry. June 15, page 28

A Conifer Collection. Unusual conifer varieties bring diversity to the landscape, and are worth adding to the plant palette. Gregory Tormey. Jan. 15, page 58

Earthbound. Groundcovers fill garden spaces, spreading beauty and utility in the landscape. Wally Pressey. April 15, page 28

Fascinating Foamflowers. With attractive foliage and surprising flowers, numerous types of Tiarella offer interesting alternatives for shady sites. Dan Heims. Jan. 1, page 30

A Garden Walk-Through. A Minnesota nursery professional shares the Upper Midwest woody ornamentals and perennials that adorn his back yard. Terry Schwartz. July 1, page 32

Globe Trotters. Coming from faraway lands, exotic viburnums are beautiful, useful and provide year-round interest in American landscapes. Harrison L. Flint. April 1, page 68

Great Plains Plants Selected. The Nebraska Statewide Arboretum and the Nebraska Nursery & Landscape Association have chosen the 1999 GreatPlants for the Great Plains. July 1, page 14

Heuchera Heyday. With wonderful flowers, amazing foliage, and good disease and insect resistance, new breeds of Heuchera are valuable landscape assets. Dan Heims. March 1, page 30

Holly: Rediscovering a Jewel. The hardy forms, festive spirit and relative ease cultivation of *Ilex opaca* once again garner this species well-deserved attention. Richard A. Larson. Aug. 1, page 32

Jumping for Junipers. Despite the stereotypes often placed on junipers, there are a number of unique cultivars hardy to the East and Midwest that can bring a fresh twist to this old standby. Dr. Mark Zampardo. Oct. 1, page 56

'Kim's Knee High' Just a Bit Higher. *Niche Gardens* has announced *Echinacea purpurea* 'Kim's Knee High' is growing taller than the dimensions stated in the grower's catalogs. Nov. 1, page 14

The Magic of Moss. The right combination of moss, wildflowers and other native plants can turn an ordinary lawn into a low-maintenance, lush and stunning landscape. David E. Benner. March 1, page 44

Michigan Buyer Introduces New Groundcover. *English Gardens* has introduced *Lamium maculatum* 'Orchid Frost'. June 1, page 12

National Garden Bureau Honors Salvia. The National Garden Bureau Inc. has named 1999 the Year of the Salvia. News brief. March 1, page 10

New for 2000. The invigorated interest in all things green that was seen in the '90s is sure to continue growing well into the next century — especially with the variety of new plants being unveiled for 2000. Dec. 15, page 29

New Plant Commemorates Victims of Columbine Shooting. Dec. 15, page 12

Not Just a Pretty Face. Responding to consumers' desire for beautiful, low-maintenance roses, the All-America Rose Selections Inc. selects varieties with disease resistance and timeless color

the 2000 award winners. Kathleen Lucadamo. May 15, page 34

Out of Africa. The unique forms and stunning blooms of Leonota add color and dimension to the landscape. Jack Henning. Aug. 15, page 52

A Perfect Fit. With attractive foliage, ornamental features, pest resistance and cold hardiness, several small trees are ideal for compact spaces in Northern landscapes. Reeser C. Manley. March 15, page 24

Peter Picks a Pack of Pond Plants. A Northwestern pond designer shares his plant picks for creating the ultimate water feature. Dr. Peter Shaw. July 1, page 42

Prickly Assets. Thorny plants don't deserve their bad reputation, as these remarkable and useful beauties enhance the landscape year-round. Dr. James B. Calkins. Feb. 1, page 26

Publication Addresses the Genus Magnolia. *The Magnolia Society Inc.* has published *Magnolias and Their Allies, the proceedings of the international symposium jointly sponsored by the society and the International Dendrology Society*. News brief. Feb. 1, page 12

Red Flower Carpet Rose Slated for Spring 2000 Release. Sept. 1, page 16

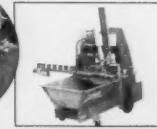
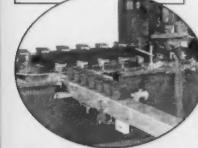
Roses for the 21st Century. Hailing from Canada are many beautiful and hardy rose varieties ideal for the Upper Midwest. Terry Schwartz. May 15, page 26

Shades of Pulmonaria. Brighten up the shade garden with masses of pest-resistant, silver-spotted foliage and beautiful blooms of pink, blue and red. Dan Heims. Sept. 1, page 50

A Shady Desert. Thriving in alkaline soils generally low in nitrogen, desert-

JAVO

- Rotofill flatfillers
- potting machines accessories
- mixers • conveyor belts
- robotized pot handling systems



1900 Cobb Intl. Blvd., Stes. G&H
Kennesaw, GA 30152
Tel. (770) 428-4491, Fax (770) 424-6635.
e-mail: javousa@mindspring.com

For free information circle 95 on the Postage Paid Card

Tree LocatorSM



Tree Locator is among the many ways we help our customers market their trees and grow their business.

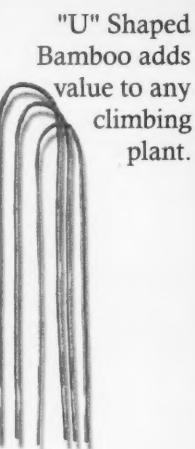
Landscape architects and other tree specifiers often call us in search of unusual or scarce trees.

With Tree Locator, we refer them to their local nurseries where our liners have been grown to specimen size.



P.O. Box 189
Boring OR 97009
(503) 663-4128
FAX (503) 663-2121
Toll-Free FAX 1-800-283-7537
<http://www.jfschmidt.com>

For free information circle 96 on the Postage Paid Card



"U" Shaped Bamboo adds value to any climbing plant.

Your number 1 importer for over 50 years.

**Best Price
GUARANTEED**

Natural & Green in over 50 sizes.

Immediate Availability

CALL NOW!
800-359-8665

**ULTRA PRO
BOND Mfg. Co.**

For free information circle 97 on the Postage Paid Card

Bamboo

adapted trees can bring comfort and beauty to the desert Southwest. Mary F. Irish. July 15, page 36

Short & Sweet. Colorful, beautiful and cold-tolerant, perennial grasses offer ornamental value and textural contrast, proving big landscape additions can come in small packages. Kathy Freeland. Oct. 15, page 22

Souvenirs from the South. With ornamental appeal, longevity and pest resistance, Southern varieties of *Baptisia* make attractive choices for Northern landscapes. Brian McGowan. June 1, page 30

Sprucing Up the Landscape. With different forms and textures, colorful conifers create year-round drama in the landscape. Rich and Susan Eyre. Jan. 15, page 32

Tesselaar Introduces New Rose Collection. Aug. 1, page 18

Thuja Thrills. The many shapes, lacy foliage, and brilliant greens and golds of arborvitae should earn this conifer higher regard among Northern landscapers. Dr. Edward Hasselkus, Dr. Clark West and Dr. Mark Zampardo. May 15, page 40

Timeless Trees. Expand your plant palette to include some durable shade and ornamental trees that have proved worthy for a variety of landscapes. Jeff Iles. Dec. 1, page 36

Titanic Trees. Large trees not only offer powerful structure to outdoor spaces, they add interest, shelter and wonder for future generations to enjoy. Frederick R. Spicer Jr. July 15, page 26

Trend-Setting Tulips. The spring bulbs favored by home gardeners and landscapers are sure to be a hit at your sales counter, too. Sally D. Benson. Aug. 15, page 41

Open Enrollment. Well-respected bulb experts in Virginia have made their mark by educating their clients on the many facets

Viburnum Vibrancy. From accents to tall screens, North American viburnums prove to be valuable landscape plants no matter where they are used. Harrison L. Flint. March 15, page 30

PROFESSIONAL CERTIFICATION

Horticulture Leaders Offer Naturalist Certificate. The Morton Arboretum, Lisle, IL, and the Chicago Botanic Garden, Glencoe, IL, have combined efforts to offer a Naturalist Certificate program. May 1, page 24

To Certify or Not to Certify. Certified Landscape Technicians — CLTs — are growing in numbers. Can your company or your career benefit? Brandon Stahl. Aug. 15, page 58

PROFILES

Father Nature. With a love for nature and a commitment to the environment, one landscape designer uses unique approaches to transform the Pacific Northwest into a healthy, balanced habitat. Jennifer Hooks. Jan. 15, page 44

From the Ground Up. A Wisconsin landscaper builds a garden center — and a successful career. Beth L. Gainer. Nov. 15, page 40

In Focus. A Michigan nursery develops a niche and embraces changes in production. Beth L. Gainer. Oct. 1, page 22

Mountain States Wholesale Nursery Celebrates 30th Anniversary. Feb. 1, page 16

One-Stop Shopping. The Garden Center Management Group offers independent retailers a single source for their business-management needs. Sarah McCollum. Aug. 15, page 41

Open Enrollment. Well-respected bulb experts in Virginia have made their mark by educating their clients on the many facets

of the horticulture industry. Beth L. Gainer. Aug. 15, page 24

A Perennial Favorite. The Perennial Plant Association continues to prosper and grow, offering its membership myriad opportunities in the realm of education and promotional materials. Sarah McCollum. Landicho. Nov. 15, page 36

A Profitable Potpourri. By implementing shared-management techniques and focusing on horticulture before business, this West Virginia-based nursery and garden center has ballooned into a multimillion dollar company. Sarah McCollum. May 1, page 44

A Retail Outlet. The Garden Centers of America keeps garden center owners up-to-date on retail and consumer trends. Jim Van Dellen. May 1, page 67

Serving the Public. With a career in public gardens, horticulturist Kim Tripp shares her insights about the importance of botanical gardens and arboreta for the nursery industry and the general public. Beth L. Gainer. June 1, page 46

Shady Grove Plantation & Nursery Celebrates 60 Years. May 1, page 22

Spreading the Word. A Northeast landscape designer capitalizes on her reputation and word-of-mouth promotion to achieve success. Jennifer Hooks. Feb. 15, page 36

Switching Gears. After changing careers, two North Carolina retailers live up to their company's motto, "celebrating the fine art of gardening." Mary Beth Luna. Dec. 1, page 32

Treasure Island. Through success and devastation, Bainbridge Gardens continues to serve as a premier destination garden center on Bainbridge Island, WA. Jim Van Dellen. Sept. 1, page 68

PROPAGATION

Demystifying Micropropagation. Micropropagation is an efficient, reliable production method, but several factors must be considered to achieve success. Lynne Caton. Jan. 1, page 22

A Growing Reputation. Many woodland wild-flower species have a reputation for being difficult to propagate by seed. But successful growing can be achieved by using the right propagation method. Bill Cullina. Sept. 15, page 32

Handling Hellebore Seed. The challenge of growing hellebores from seed can be overcome with the proper production methods — and patience. John Seidler. Nov. 1, page 34

Planting the Seeds of Success. Growers can find success propagating perennials by seed using the proper protocols. Allen R. Pyle. Feb. 1, page 52

The Right Solution. A basic understanding of how to mix liquid hormones properly can save money and deliver propagating success. Jeff Sibley. May 1, page 52

Sow Easy. To successfully propagate wildflowers by seed, growers need to know about obtaining quality seed, pregermination treatments and direct seeding. Diane Wilson. Sept. 15, page 24

RECYCLING

MN Continues Pesticide-Container Recycling Program. The Minnesota Department of Agriculture reported that 1998 was another successful year for its empty pesticide-container collection and recycling program. Feb. 15, page 12

RESEARCH

Bacteria Spread by Bug Zappers. Insect electrocutor traps can reportedly launch bacteria found on insects' bodies up to 6 feet. June 1, page 12

BPFI Releases Four New Research Reports. *News brief*. Sept. 15, page 10

Chilling Effects on Shoot Emergence and Growth of *Hosta*. Gary J. Keever, Mark S. West and J. Raymond Kessler Jr. Nov. 15, page 62

Consortium Responds to Industry's Need for Mechanization. *The National Robotics Engineering Consortium* has developed two prototypes designed to mechanize tasks involved with producing container-grown nursery stock. Oct. 1, page 12

Control of Lace Bug on Hawthorn. Stanton A. Gill, David K. Jefferson, Rondalyn M. Reeser and Michael J. Raupp. May 15, page 72

Deer Repelled by Daffodils. *Pest Control brief*. March 1, page 8

Determining Customer Preferences in the Green Industry. Susan S. Barton, John R. Brooker, Charles R. Hall and Steve C. Turner. Sept. 15, page 58

Garden Centers Rate Satisfaction with Wholesale Nurseries. Jeff Iles, William Graves, Anthony Aiello, Cindy Haynes and Ken Stone. April 15, page 62

Landscape Performance of Green Ash Initially Grown in Aboveground Wire Baskets. Dr. Calvin Chong and Bob Hamersma. July 15, page 96

Landscape Quality and the Price of Single-Family Houses. Dr. Mark S. Henry. Aug. 15, page 84

New England Survey to Measure Value of Green Industry. July 1, page 16

Penn State Plant Trials Hit the Road. *The Pennsylvania State University's College of Agricultural Sciences* has initiated its Gardener Selects program, which will rate plant performance throughout the state. Sept. 15, page 16

Phlox Undergo Four-Year Study. *The Chicago Botanic Garden* has completed a four-year study of Phlox species and cultivars. June 1, page 14

Pre-Emergence Herbicides and Container-Grown *Liriope*. Christine K. Hayes, Charles H. Gilliam, John W. Olive, Gary J. Keever and D. Joseph Eakes. Oct. 15, page 58

Propagation of *Quercus myrsinifolia* and *Q. canbyi* by Stem Cuttings. Patrick J. McGuigan, Dr. Frank A. Blazich and Dr. Thomas G. Ranney. Jan. 15, page 90

Research Report on *Ranunculus* Available. *The Bedding Plants Foundation Inc.* has released the results of a research project on the temperature and light requirements for the flowering and development of *Ranunculus*. Feb. 15, page 14

Response of Four Container Woody Ornamentals to Immature Composted Media Derived from Waxed Corrugated Cardboard. David A. Raymond, Dr. Calvin Chong and Dr. R. Paul Voroney. March 15, page 62

Trade Shows as Marketing Tool for Growers. Enefiok P. Ekanem, Surendra P. Singh, Fisseha Tegegne and Sam O. Dennis. Feb. 15, page 52

RETAIL DESIGN/ MERCANDISING

Best Sellers. Retailers share their tips for presenting ornamental grasses so that customers pay attention — and gladly pay for them. Beth L. Gainer. Oct. 15, page 28

Christmas Trees can Sell Themselves. Christmas tree retailers may want to piggyback their promotional efforts on those of the National Christmas Tree Association to start their seasonal selling. Nov. 1, page 14

Gifts for Gardeners. Whether it's birdhouses or hand tools, dried

Timberline Nursery

P.O. Box 248 • Pavo, Georgia 31778
(912) 226-8893 • Fax: (912) 225-9727

800-582-1701

Wholesale Growers of Container-Grown Plants
Growing with The Nursery Industry for 22 Years

Junipers, Hollies, Leyland Cypress

For free information circle 98 on the Postage Paid Card



30' WIDE, \$5495

96' LONG, 4' RIB SPACING, 2'0", 16GA, STAKES 13GA

FRAME
25 Bows 2" Diameter PSI 55/65 Yield Structural Galvanized Steel
3 Purlins 96" 1 3/8" Dia. Structural Steel
75 Purlin Holders
50 Anchor Stakes 3" Structural Steel
4 Corner Wind Braces Structural Steel
1 Complete Hardware Kit
11 Trusses
22 Gable frame brackets
1 Driving Tool
1 36" Storm Door

HEATING
1 200,000 btu (oil fired furnace)

COVERING
2 Rolls 48" x 100' 6 mil 4 year (roof)
2 Pieces 16' x 32' 6 mil 4 year (ends)
1 Inflate fan/kit

WIRELOCK
Sides 192"
Ends 84"
with hardware

COOLING & CIRCULATING FANS
2 36" Exhaust fans
2 42" aluminum, powered shutters
4 18" circulating fan
1 Heating thermostat
1 Two stage thermostat
1 Cooling Thermostat

- Many Professional Systems to choose from
- Heavy Duty Galvanized Steel Frame Engineered for Snow & Wind Loads
- 100's of Options; Pre Fab Gable Ends, Roll-Up Sides, Fans, Vents, Heaters, Poly, Shadecloth, etc.
- Many Coverings Available
- Easy Installation

LOWEST PRICES IN
THE INDUSTRY!

30' x 96' Round \$1199

14' x 96' Cold Frame \$539



Wow!

2.375 O.D.
Structural Steel

1-800-932-9344

203-931-4777 Fax: 203-931-4754

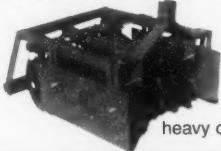
For free information circle 99 on the Postage Paid Card



KING'S INDUSTRIES

ROW DISCS

Increase profits with the speed of a disc versus a tiller. Size from 32" - 40"

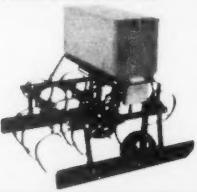


400+ lbs of heavy cutting action.

14377 Whiskey Hill Rd.
Hubbard, OR 97032
503-981-7517

36" CULTIVATORS

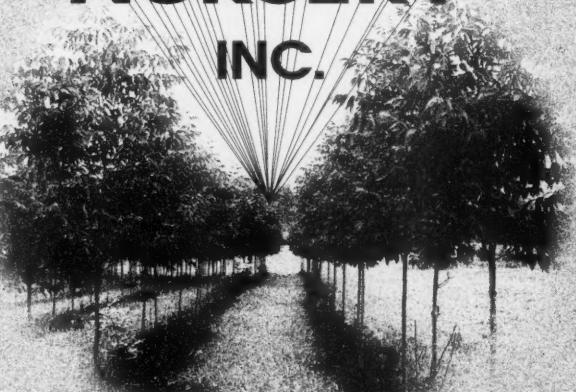
24" or 30" stainless steel seeders



For free information circle 101 on the Postage Paid Card

TRIANGLE

NURSERY INC.



50 YEARS OLD

Come see us at these shows

MANTS - Booth #417

New England Grows - Booth #116

**Phone: (931) 668-8022 • Fax: (931) 668-3297
1-800-808-GROW(4769)**

For free information circle 102 on the Postage Paid Card

arrangements or collectibles, garden giftware sells. And sells. Sally D. Benson. Feb. 1, page 22

Give the Gift of Bulbs. Potted bulbs make nifty gifts for holiday sales. Sally D. Benson. Aug. 15, page 42

RETAILING

The Book Beat. Garden Centers can use books to boost sales, promote specialty products and educate consumers.

Leah Bocanegra. April 15, page 49

Cents and Sensibility. Coupons, seminars and word-of-mouth advertising can help garden center owners successfully navigate their business through the retail gauntlet. Phillip M. Perry. Nov. 1, page 77

Child's Play. Garden centers that host programs for children not only create gardeners of the future, they encourage adults to be consumers. Cindy Krezel. April 1, page 84

Colonial Nursery Sells Plants of the Past. Aug. 15, page 16

Consumer Confidence Continues to Fall. News brief. Dec. 15, page 12

Consumer Confidence Continues to Rise. News brief. June 15, page 16

Consumer Confidence Dips Again. Jan. 1, page 12

Consumer Confidence Rebounds at End of 1998. News brief. March 1, page 10

Consumer Confidence Rises. May 15, page 20

Cooking Up Sales. Sharing recipes with customers can build loyalty, gain referrals and boost sales. Jeff Sibley. July 15, page 86

Follow the Leader. A green-industry business owner shares some of the standard operating procedures that have

made his family-owned company successful. Thomas D. Hoerr II. April 1, page 55

Home Depot to Provide Plants and Project Tips On-Line. Sept. 1, page 20

Marketing Program Shares Grower Profits With Retailers. Etera has created a marketing program that showcases its full line of perennials and garden center products with one in-store display. June 15, page 18

Missouri Plant Program Promotes Wildlife Gardening. March 15, page 14

Popular Promotions. By offering seasonal promotions and weekend activities, garden centers can increase sales and foot traffic year-round. Alice Longfellow. March 15, page 40

A Style of Their Own. South Carolina garden center owners have found success by creating their own niches. Ellen Vincent Strother. March 1, page 52

Tracking Trends. By closely following consumer trends, garden center owners can anticipate what their customers want and meet their needs. Kurt Fromherz. Feb. 1, page 68

SMALL BUSINESS

Beetle Proves Beneficial to Nursery. Owners of a Canadian nursery use the new Volkswagen Beetle as a promotional tool. Dec. 1, page 17

A Growing Challenge. Managing your business growth means taking stock of where you are, determining where you want to be and then developing a strategic plan to get you there. Mark E. Battersby. July 1, page 61

Mission Possible. Creating a mission statement can make the difference between a successful business and a failed one. Tanya Singley. Feb. 15, page 47

New Distributors Give 'Under A Foot' a Hand. New licensed distributors of Stepable™ plants are announced. Dec. 15, page 12

Nursery Goes for the Gold for 2002 Olympics. *Nature's Enhancement Inc.* will supply plants for the Highway Improvement Project for the 2002 Olympics. Nov. 15, page 16

Subsidiary of Lacebank Inc. Formed. *News brief.* July 15, page 10

STATE REGULATIONS

Oregon, Utah Increase Import Restrictions. Dec. 1, page 16

STATISTICS

Florida's Horticulture Industry Tops \$5 Billion in Sales. April 1, page 12

NAHSA Sales Up for 2nd Quarter of 1999. *News brief.* Nov. 1, page 10

NENA Releases Consumer Gardening Survey. March 15, page 18

Oregon Sets \$500 Million Sales Record. Dec. 1, page 14

Poll Shows Support for Parks. According to a poll by the American Society of Landscape Architects, 77 percent of Americans consider having access to parks extremely important. March 1, page 17

Populations Boom in Western Cities. Sept. 1, page 18

Population in West Still Growing. Feb. 15, page 14

Texas Green Industry Sales Exceed \$7.5 Billion in 1997. April 15, page 18

US Horticulture Sales Up in 1997. *News brief.* April 15, page 16

URBAN HORTICULTURE

City Program Plants, Prunes Street Trees. *ReTree Schenectady has found success lining city streets with trees and then maintaining them.* Jan. 15, page 12

SEEDS Revitalizes Run-Down Areas in North Carolina. Sept. 15, page 14

USDA to Help Bring More Trees to Urban Areas. Nov. 15, page 20

WEATHER/DISASTERS

Active Hurricane Season Predicted. Jan. 15, page 14

Come Rain or Shine. Weather intelligence can help nursery professionals maximize production and purchasing factors that contribute to increased profits and minimize those that do not. Don George. Jan. 15, page 75

Drought Damages Mid-Atlantic States. Dec. 15, page 10

Drought May Cause Excessive Weed Growth. Oct. 1, page 10

Floyd Floods Carolinas, Spares Florida and Georgia. Nov. 1, page 10

Green Industry Sweats Through Drought. Sept. 15, page 10

Irene's Bite Worse Than Bark. Hurricane Irene inflicts damage on the nursery industry. Dec. 1, page 14

Lack of Rainfall Hinders East Coast Growers. Sept. 1, page 14

Nursery Operation Spared in Flooding. *News brief.* Sept. 1, page 14

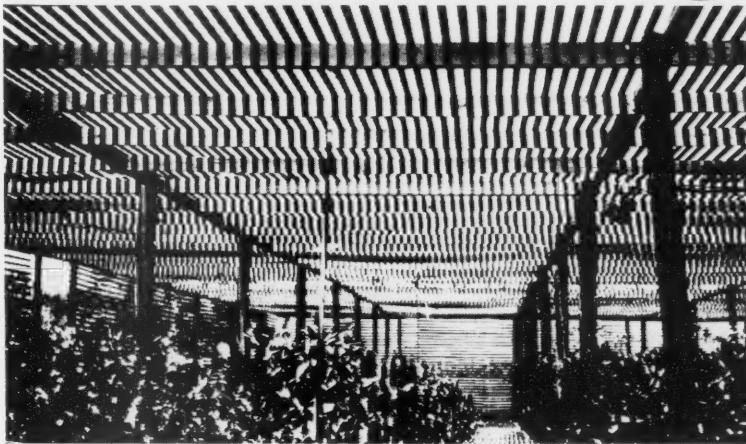
Oklahoma Nurseries Spared by Tornadoes. *News brief.* July 1, page 14

Southwest Growers Unaffected by Drought Conditions — This Year. May 15, page 12

1999 AUTHOR INDEX

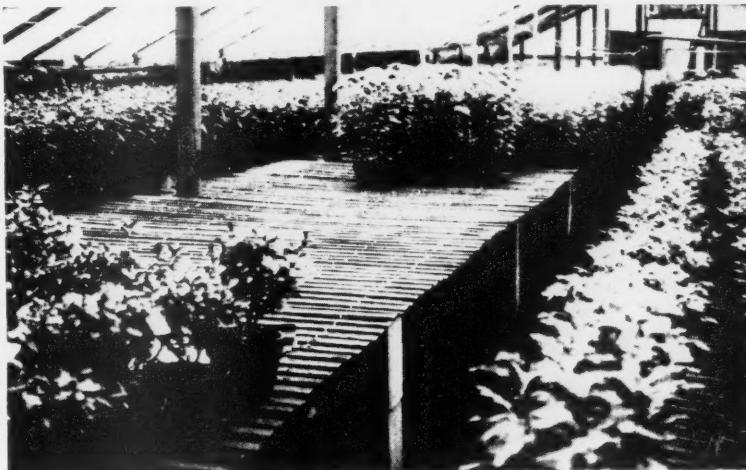
Abbey, Timothy M. Of Mites and Men. *The Connecticut Agricultural Experiment Station rates the best controls to avoid the costly damage caused*

Greenhouse Bench And Shade Lathing



Effective Shade Control.

Ideal protection against frost and wind damage. Gives uniform sun and moisture control. No stretching or tearing. Long-lasting. Simple construction. 55% shade density. Also available in 70% density.



Pressure Treated Greenhouse Benches.

Assembles in minutes! Stays clean. Dry. Allows good moisture control. Plants stay healthier because problems with mildew, fungus, snails and slugs are eliminated. 55% closed area. 45% open space for drainage. Only 1-1/4" space between pickets. Also available in 70% closed area.

Pressure treated lathing is made from specially selected grade "A" wood pickets (3/8" thick by 1-1/2" wide) woven securely with seven twisted cables of galvanized wire for 6" width (five for 4' width). These choice pickets are available hot-dipped in a red oxide, weather resistant stain, or natural finish. Please specify. Do not confuse this product with snow fencing and its much wider spacing—over 2-1/4" apart. Write for prices.

Southeastern Wood Products Co.

P.O. Box 113/Griffin, Georgia 30244/Phone: (770) 227-7486
(out of GA) 1-800-722-7486

For free information circle 103 on the Postage Paid Card

www.nurseryguide.com

Your one-stop source for the best
nursery stock on the planet

Oregon Association of Nurserymen's
Directory & Buyers Guide Online!

Ph - 800.342.6401

Fax - 503.653.1528

For free information circle 105 on the Postage Paid Card



Southland

ONE LABEL • ONE SUPPLIER
COMPLETE LINE OF ORGANIC HORTICULTURAL PRODUCTS



HONESTY, INTEGRITY, CHARACTER
IN BUSINESS OVER 45 YEARS • 55 PLANTS - COAST TO COAST

**N
E
W**

- MONTEREY RED DECO MULCH
- PREMIUM MULCH & FEED
- PREMIUM LAWN BOOSTER
- PREMIUM CANADIAN SPHAGNUM PEAT MOSS - LOOSE FILLED
- PREMIUM PINE NEEDLES - IN COMPRESSED BALES - IN PLASTIC BAGS - ON PALLETS

PEAT MOSS

Five Convenient Sizes 6, 3.8, 2.2 & 1 Cu. Ft.
55 Cu. Ft. Bulk Bales

SOILS

- | | |
|--------------|----------------|
| • Peat Humus | • Cow Manure |
| • Top Soil | • Potting Soil |

PROFESSIONAL GROWERS MIXES IN BAG OR BULK

Disease and Insect Suppressive

GROUND COVERS

- Pine Bark Nuggets
- Pine Bark Mini Nuggets
- Pine Bark, Hardwood, Cypress and Cedar Mulch
- Bark Soil Conditioner
- Western Bark

SPECIALTY ITEMS

- Black Beauty Mulch
- Black Soil Compost
- Composted Mushroom Soil
- Premium Potting & Planting Mix
- Bulk Canadian Cedar on 5.5 cu. yd. pallet



SOUTHERN IMPORTERS, INC.

P.O. Box 8579, Greensboro, NC 27419

(336) 292-4521 or TOLL FREE 1-800-334-9658

FAX: (336) 852-6397

www.southernimporters.com

For free information circle 106 on the Postage Paid Card

by two-spotted spider mites. Co-author Dr. Richard S. Cowles. Aug. 15, page 68

Aiello, Anthony

Garden Centers Rate Satisfaction with Wholesale Nurseries. Research. Co-authors Jeff Iles, William Graves, Cindy Haynes and Ken Stone. April 15, page 62

Banko, Dr. Thomas

Flower Power. Research has shown that plant growth regulators can successfully force mountain laurel flowering, which can improve spring sales of this plant. Co-author Richard E. Bir. June 1, page 52

Barton, Susan S.

Determining Customer Preferences in the Green Industry. Research. Co-authors John R. Brooker, Charles R. Hall and Steve C. Turner. Sept. 15, page 58

Battersby, Mark E.

A Growing Challenge. Managing your business' growth means taking stock of where you are, determining where you want to be and then developing a strategic plan to get you there. July 1, page 61

Baze, Gary

A Breath of Fresh Air. Naturally ventilated greenhouses create ideal outdoor growing conditions indoors — and can help growers conserve resources. Oct. 1, page 48

Benner, David E.

The Magic of Moss. The right combination of moss, wildflowers and other native plants can turn an ordinary lawn into a low-maintenance, lush and stunning landscape. March 1, page 44

Benson, Sally D.

Accessible Gardening. An enabling garden illustrates a wide range of possibilities for gardeners of all ages and abilities. Sept. 1, page 44

Gifts for Gardeners.

Whether it's birdhouses or hand tools, dried arrangements or

collectibles, garden giftware sells. And sells. Feb. 1, page 22

Give the Gift of Bulbs. Potted bulbs make nifty gifts for holiday sales. Aug. 15, page 42

Trend-Setting Tulips. The spring bulbs favored by home gardeners and landscapers are sure to be a hit at your sales counter, too. Aug. 15, page 32

Bir, Richard E.

Flower Power. Research has shown that plant growth regulators can successfully force mountain laurel flowering, which can improve spring sales of this plant. Co-author Dr. Thomas Banco. June 1, page 52

Blazich, Dr. Frank A.
The Big Screen. *Thuja* × 'Green Giant' is becoming popular among landscapers, growers and homeowners alike. This easy-to-propagate cultivar makes a beautiful, hardy screen. Co-authors Jason J. Griffin, Dr. Thomas G. Ranney and Dr. Stuart L. Warren. Nov. 1, page 68

Propagation of *Quercus myrsinifolia* and *Q. canbyi* by Stem Cuttings. Research. Co-authors Patrick J. McGuigan and Dr. Thomas G. Ranney. Jan. 15, page 90

Bocanegra, Leah

The Book Beat. Garden Centers can use books to boost sales, promote specialty products and educate consumers. April 15, page 49

The Class of 1999. Growers and garden center owners can enliven their plant selections and increase sales by offering this year's plant award winners. Jan. 1, page 38

Drama in Design. A steeply sloping hillside is transformed into a backyard playground at this Virginia Superior Site. Jan. 1, page 26

Borland, Jim
Berlandiera lyrate. Field Notes. May 1, page 106

Lycium pallidum. Field Notes. Sept. 1, page 102

Thelesperma filifolium. Field Notes. Nov. 15, page 94

Broker, John R.
Determining Customer Preferences in the Green Industry. Research. Co-authors Susan S. Barton, Charles R. Hall and Steve C. Turner. Sept. 15, page 58

Calkins, Dr. James B.
Prickly Assets. Thorny plants don't deserve their bad reputation, as these remarkable and useful beauties enhance the landscape year-round. Feb. 1, page 26

Casagrande, Dr. Richard A.
Lily Leaf Beetle Spreads through New England. Pest Control. March 15, page 12

Sustainable Beauty. To prevent the proliferation of plants and diseases, the University of Rhode Island Cooperative Extension is listing and promoting Northeastern sustainable plants. Co-authors Marion Gold and Dr. Brian K. Maynard. June 15, page 60

Caton, Lynne
Demystifying Micropropagation. Micropropagation is an efficient, reliable production method, but several factors must be considered to achieve success. Jan. 1, page 22

Chastagner, Dr. Gary
The Big 'B's in Bulb Disease. Mild temperatures and plenty of rain make the Pacific Northwest the perfect place to grow bulbs; however, these same conditions make the area ripe for Botrytis blight and basal rot. Oct. 1, page 36

Chatfield, Jim
Achilles' Heel. Despite their strength and hardiness, pines do have a weakness — fungal disease. Co-authors Dr. Stephen Nameth and Nancy J. Taylor. Sept. 1, page 40

Chazanoff, Jansen
Concentrating on What Your Business Does Best. Labor Watch. Jan. 1, page 8

Countdown to 2000 — Getting Your Company Ready. First Person. May 1, page 15

Financing Your Business: Determining the Profitability Cycle. First Person. Feb. 1, page 8

A Look at the Green Industry's Future. First Person. Aug. 1, page 10

Chong, Dr. Calvin
Landscape Performance of Green Ash Initially Grown in Aboveground Wire Baskets. Research. Co-author Bob Hamersma. July 15, page 96

Response of Four Container Woody Ornamentals to Immature Composted Media Derived from Waxed Corrugated Cardboard. Research. Co-authors David A. Raymond and Dr. R. Paul Voroney. March 15, page 62

Conlon, Hubert P.
Dianthus gratianopolitanus 'Firewitch'. Field Notes. Dec. 1, page 102

Magnolia virginiana. Field Notes. July 15, page 126

Cowles, Dr. Richard S.
Of Mites and Men. The Connecticut Agricultural Experiment Station rates the best controls to avoid the costly damage caused by two-spotted spider mites. Co-author Timothy M. Abbey. Aug. 15, page 68

Criley, Richard A.
Aloha Hawai'i. With growing interest in Hawaii's beautiful plants, nursery professionals and landscapers would do well to offer these colorful beauties to their customers. Aug. 1, page 50

Cullina, Bill
A Growing Reputation. Many woodland wildflower species have a reputation for being difficult to propagate by seed. But successful growing can be achieved by using the right

Get the Blooming Advantage!

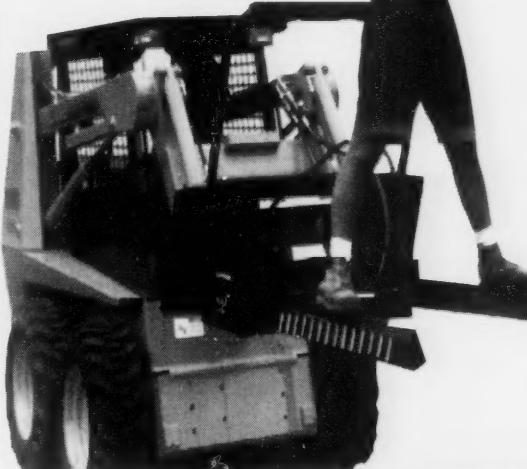
Quality perennials, herbs, groundcovers and grasses available in finished containers, liners & bare root.



Call or write for our brochure! 1-800-257-0719
3839 S.W. Golf Course Road, Cornelius, Oregon 97113

For free information circle 107 on the Postage Paid Card

The One and Only NURSERY JAWS



NURSERY JAWS

by DPM, Inc.

Box 36, Davenport, NE 68335

800-669-4408

www.nurseryjaws.com • FAX: 402-364-2194

For free information circle 108 on the Postage Paid Card



JUMBO LINERS

- ▲ Seedless Sweetgum Liners
- ▲ Patented Hybrid Maple Liners
- ▲ Specialty Tree Liners

Liners:

Autumn Blaze Maple	October Glory Maple
Brandywine Maple	Dura-Heat Birch
Somerset Maple	Heritage Birch
Sun Valley Maple	Seedless Sweetgum
Red Sunset Maple	Firepower Nandina

INFORMATION & ORDER LINE
1-800-206-0057
(704) 732-6173

Post Office Box 1878
 Lincolnton, NC 28092

NOW AVAILABLE
CONTRACT PROPAGATION



For free information circle 109 on the Postage Paid Card



imants spading machines



**Build your profits with
 a machine like no other !**

Only an Imants spader will:

- Completely fracture hardpans
- Perform deep tillage and seedbed in one pass
- Incorporate amendments into the most active soil profile
- Improve moisture retention, root growth and the biological activity of soils
- Over 40 models to meet every nursery's need

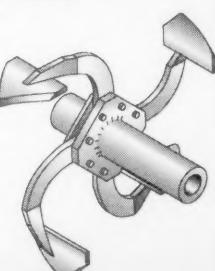
"Like swimming downstream"

For further information and the dealer nearest you contact:

e-mail : imants@autrusa.com
 Website : www.imants.com

Autrusa/Imants USA

PO Box 1133
 Blue Bell, PA 19422
 Tel (610)222-0937
 Fax (610)222-0939



For free information circle 110 on the Postage Paid Card

propagation method.
 Sept. 15, page 32

Delane, Marisa
Fully Equipped. Facing an ever-shrinking labor market — not to mention a nagging lack of time — nursery professionals are being resourceful and designing their own tools. Dec. 1, page 26

Dennis, Sam O.
Trade Shows as Marketing Tool for Growers. Research. Co-authors Enefiok P. Ekanem, Surendra P. Singh and Fisseha Tegegne. Feb. 15, page 52

DeRosa, Christopher
Bamboo: Beyond the Tropics. Despite the exotic images bamboo may evoke, it's much harder and adaptable than you may think and works well in a variety of landscapes. May 15, page 60

Dickmann, Don I.
Caveat Emptor. Nursery professionals should use only those poplar clones that have proved to be hardy and pest- and disease-resistant. Co-author Jud G. Isebrands. March 1, page 60

Dosmann, Michael S.
Eriolobus trilobatus. Field Notes. July 1, page 98

Eakes, D. Joseph
Pre-Emergence Herbicides and Container-Grown Liriope. Research. Co-authors Christine K. Hayes, Charles H. Gilliam, John W. Olive and Gary J. Keever. Oct. 15, page 58

Ecker, Michael E.
Acer argutum. Field Notes. June 15, page 90

Another Look at Arborvitae. When used and maintained properly, arborvitae offer landscapes unique grace and textures — and deserve a second look. Nov. 1, page 50

Edmunds, Brooke
Hosta Takeover. Proper cultural practices, fungicides and other methods can control or prevent crown rot on hostas. Co-authors Mark Gleason and Ursula Schuch. Oct. 1, page 66

Ekanem, Enefiok P.
Trade Shows as Marketing Tool for Growers. Research. Co-authors Surendra P. Singh, Fisseha Tegegne and Sam O. Dennis. Feb. 15, page 52

Elias, Thomas S.
Bonsai Bonanza. The US bonsai industry is growing dramatically because nursery professionals and consumers have a huge fondness for these little plants. April 1, page 60

Eyre, Rich
Sprucing Up the Landscape. With different forms and textures, colorful conifers create year-round drama in the landscape. Co-author Susan Eyre. Jan. 15, page 32

Eyre, Susan
Sprucing Up the Landscape. With different forms and textures, colorful conifers create year-round drama in the landscape. Co-author Rich Eyre. Jan. 15, page 32

Flint, Harrison L.
Globe Trotters. Coming from faraway lands, exotic viburnums are beautiful, useful and provide year-round interest in American landscapes. April 1, page 68

Viburnum Vibrancy. From accents to tall screens, North American viburnums prove to be valuable landscape plants no matter where they are used. March 15, page 30

Frank, J. Ray
Seeking Approval. A government-supported program helps foster pesticide-label registration and expansion for the nursery industry. Aug. 1, page 62

Freeland, Kathy
Becoming Well-Grounded. Using unique combinations of under-used groundcovers can take a landscape to different levels. April 15, page 34

Short & Sweet. Colorful, beautiful and cold-tolerant, perennial grasses offer ornamental value and textural contrast.

proving big landscape additions can come in small packages. Oct. 15, page 22

Fromherz, Kurt
Tracking Trends. By closely following consumer trends, garden center owners can anticipate what their customers want and meet their needs. Feb. 1, page 68

Gainer, Beth L.
Best Sellers. Retailers share their tips for presenting ornamental grasses so that customers pay attention — and gladly pay for them. Oct. 15, page 28

From the Ground Up. A Wisconsin landscaper builds a garden center — and a successful career. Nov. 15, page 40

In Focus. A Michigan nursery develops a niche and embraces changes in production. Oct. 1, page 22

On the Right Trac. A line of unique, multipurpose tractors has been helping nursery and landscape professionals streamline their tasks. July 1, page 26

Open Enrollment. Well-respected bulb experts in Virginia have made their mark by educating their clients on the many facets of the horticulture industry. Aug. 15, page 24

Serving the Public. With a career in public gardens, horticulturist Kim Tripp shares her insights about the importance of botanical gardens and arboreta for the nursery industry and the general public. June 1, page 46

George, Don
Come Rain or Shine. Weather intelligence can help nursery professionals maximize production and purchasing factors that contribute to increased profits and minimize those that do not. Jan. 15, page 75

Gill, Stanton A.
Control of Lace Bug on Hawthorn. Research. Co-authors David K.

Jefferson, Rondalyn M. Reeser and Michael J. Raupp. May 15, page 72

Gilliam, Charles H. Pre-Emergence Herbicides and Container-Grown Liriope. Research. Co-authors Christine K. Hayes, John W. Olive, Gary J. Keever and D. Joseph Eakes. Oct. 15, page 58

Gleason, Mark
Hosta Takeover. Proper cultural practices, fungicides and other methods can control or prevent crown rot on hostas. Co-authors Brooke Edmunds and Ursula Schuch. Oct. 1, page 66

The Scourge of Scots Pine. Nursery professionals and landscapers need to understand what causes pine wilt so they can work on preventing and eradicating this devastating disease. Co-authors Narjess Zriba and Marc Linit. July 15, page 46

Gold, Marion
Sustainable Beauty. To prevent the proliferation of plants and diseases, the University of Rhode Island Cooperative Extension is listing and promoting Northeastern sustainable plants. Co-authors Dr. Brian K. Maynard and Dr. Richard A. Casagrande. June 15, page 60

Graves, William
Garden Centers Rate Satisfaction with Wholesale Nurseries. Research. Co-authors Jeff Iles, Anthony Aiello, Cindy Haynes and Ken Stone. April 15, page 62

Grey, Don
Cashing in on Color. Sell more bedding plants by expanding your product lines and using creative merchandising techniques. Feb. 15, page 22

Griffin, Jason J.
The Big Screen. Thuja × 'Green Giant' is becoming popular among landscapers, growers and homeowners alike. This easy-to-propagate cultivar makes a beautiful, hardy screen. Co-authors Dr.

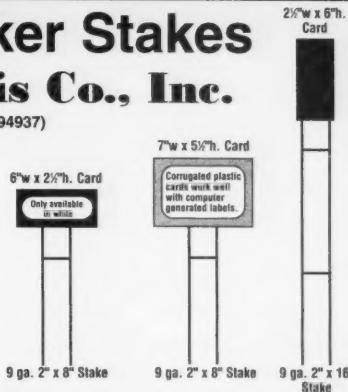
Nursery Marker Stakes by Parker Davis Co., Inc.

(U.S. Patent #4894937)

NEW

Designed for:

- Wholesale Nurseries
- Growers
- Retail Nurseries
- Landscape Architects



Our patented nursery marker stakes are fabricated of durable 9 gauge galvanized steel. The cards are 4 mm corrugated polypropylene and will hold up for several years outdoors. The large cards are available in eight colors (white, yellow, blue, green, brown, orange, red, & pink) and the smaller horizontal cards are available only in white. We also have vertical cards in the smaller size which are available in all eight colors. By having multiple colors, you can color-code your signage (sun/shade, species, price level, etc.).

The stakes come in 8", 16", 24", 32", and 48" lengths, and can be bent at an angle at the top to allow people to read the card without bending over. Furthermore, the bottom of the stake can be bent at a 90 degree angle so your signage can be placed under flats or small pots. Since the stakes are galvanized, you can change the cards as needed and reuse the stakes over several seasons.

The durable construction and flexible setup of our stakes make them the ideal signage system for any nursery. Contact us for a price list and FREE SAMPLE. You'll find that we also offer the most economical system on the market!

Parker Davis Co., Inc.

2310 N. Tryon St., Charlotte, NC 28206

800-438-0387 • 704-375-9111 • FAX 704-375-9116

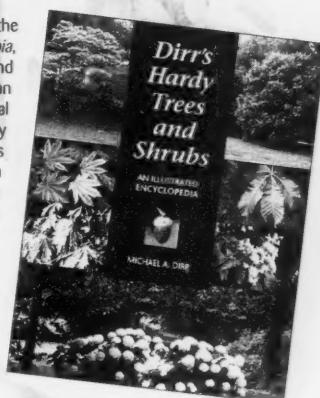
Visit our new website at: www.parkerdavis.com

For free information circle 111 on the Postage Paid Card.

Horticultural books, videos and software

Dirt's Hardy Trees and Shrubs

This lavishly illustrated encyclopedia describes the best woody plants, from *Abeliophyllum* to *Zenobia*, adapted to cooler climates. It shows both habit and details — flower, bark and fall color — for more than 500 species and describes some 700 additional cultivars and varieties. Although intended primarily for gardeners in USDA Hardiness Zones 3 to 6, this pictorial encyclopedia will be useful for those in warmer climates as well, since most of the species included will grow in Zones 7 and 8. It also includes useful lists for selecting plants for a variety of conditions or for characteristics such as flower color and fragrance, and fall color. With more than 1,600 color photographs, it is a wonderful tool for designers, landscape architects, horticulturists and plant enthusiasts. ©1997. 493 pp. Color. Index, appendix. Hard-cover. Item A-1914 \$69.95



To order, or for a free catalog,
call 1-800-621-5727. (In the Chicago area, call 312-782-5505)

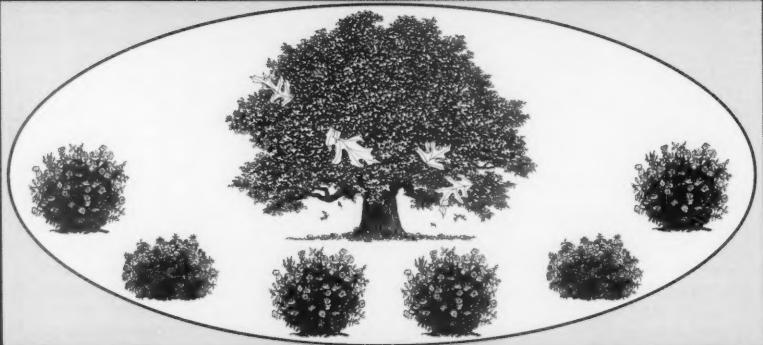
American
Nurseryman
Publishing Company

Visit our website at

www.amerinursery.com

INVEST IN QUALITY!

Trees & Shrubs from Sherman Nursery!



We Take Great Pride In Growing Quality Plant Material
For Our Customers' Needs! Give Us A Call Today!



SHERMAN NURSERY COMPANY

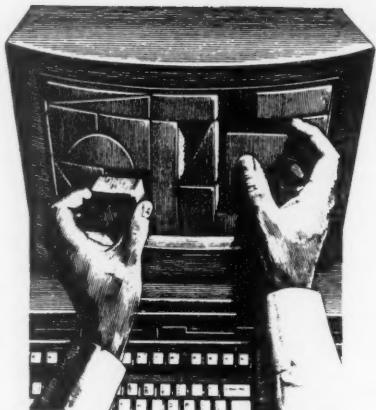
P.O. Box 579 • 1300 Grove Street • Charles City, IA 50616-0579
1-800-747-5980 or 1-515-228-1124 • Fax 1-800-361-7759

"Growing With America Since 1884"

Sherman offers a complete line of bareroot and container nursery stock including: Fruit Trees, Small Fruit, Shade and Ornamental Trees, Ornamental Shrubs, Peonies, Roses, Evergreens, Hedging, Vines, Perennials, Rooted Cuttings and Potted Liners.

For free information circle 113 on the Postage Paid Card

Problems with Programs?



Townley
& Associates, Inc.

(800) 446-8090
Colorado: (303) 369-9797
10686 E. Bethany Dr.
Aurora, CO 80014

We help make the pieces fit.

- ✓ Nursery Industry-proven software, tailored to your specific needs.
- ✓ Easy to use, turn-key system.
- ✓ Tracks inventory by date, location and multiple grades.
- ✓ On-screen product and customer look-up.
- ✓ Full complement of order entry, inventory control, job cost and integrated accounting applications.

Computer Software Solutions for
the Nursery Industry



Flexible Computer Systems for the
Retail and Wholesale Nursery Industry

For free information circle 114 on the Postage Paid Card

Frank A. Blazich, Dr.
Thomas G. Ranney and Dr.
Stuart L. Warren. Nov.
1, page 68

Guillebeau, Paul
Pandora's Box. *The Food Quality Protection Act promises to more closely regulate agricultural pesticides, and this new law will have wide-reaching effects on the nursery industry.* March 1, page 36

Hall, Charles R.
Determining Customer Preferences in the Green Industry. *Research.* Co-authors Susan S. Barton, John R. Brooker and Steve C. Turner. Sept. 15, page 58

Hamersma, Bob
Landscape Performance of Green Ash Initially Grown in Aboveground Wire Baskets. *Research.* Co-author Dr. Calvin Chong. July 15, page 96

Harris, Charlene
Architectural Alternatives. *Landscapes with limited space can benefit from hardy, beautiful conifers that provide structure.* Jan. 15, page 22

Harter, Kurt
Beyond Y2K. *Software should help you become more competitive, not just carry you into the next century. Look for software systems that put information at your fingertips, and help you grow and sell nursery stock more efficiently.* May 1, page 34

Hasselkus, Dr. Edward
Thuja Thrills. The many shapes, lacy foliage, and brilliant greens and golds of arborvitae should earn this conifer higher regard among Northern landscapers. Co-authors Dr. Clark West and Dr. Mark Zampardo. May 15, page 40

Hayes, Christine K.
Pre-Emergence Herbicides and Container-Grown Liniope. *Research.* Co-authors Charles H. Gilliam, John W. Olive, Gary J. Keever and D. Joseph Eakes. Oct. 15, page 58

Haynes, Cindy
Garden Centers Rate Satisfaction with Wholesale Nurseries. *Research.* Co-authors Jeff Iles, William Graves, Anthony Aiello and Ken Stone. April 15, page 62

Heims, Dan
Fascinating Foamflowers. *With attractive foliage and surprising flowers, numerous types of Tiarella offer interesting alternatives for shady sites.* Jan. 1, page 30

Heuchera Heyday. *With wonderful flowers, amazing foliage, and good disease and insect resistance, new breeds of Heuchera are valuable landscape assets.* March 1, page 30

Shades of Pulmonaria. *Brighten up the shade garden with masses of pest-resistant, silver-spotted foliage and beautiful blooms of pink, blue and red.* Sept. 1, page 50

Henning, Jack
Out of Africa. *The unique forms and stunning blooms of Leonotis add color and dimension to the landscape.* Aug. 15, page 52

Henry, Dr. Mark S.
Landscape Quality and the Price of Single-Family Houses. *Research.* Aug. 15, page 84

Hoerr, Thomas D. II
Follow the Leader. *A green-industry business owner shares some of the standard operating procedures that have made his family-owned company successful.* April 1, page 55

Hooks, Jennifer
Father Nature. *With a love for nature and a commitment to the environment, one landscape designer uses unique approaches to transform the Pacific Northwest into a healthy, balanced habitat.* Jan. 15, page 44

Lands Across America. *From recognizing vacant lots to seaside gardens, the 1998 American Garden Awards program*

proves it's not the size of a garden that counts — it's what landscape designers put into them. May 15, page 51

A Personal Playground. Clever planning and an understanding of his client's wishes helped a landscape architect turn a flat back yard into a textured Idaho Superior Site. April 1, page 38

Spreading the Word. A Northeast landscape designer capitalizes on her reputation and word-of-mouth promotion to achieve success. Feb. 15, page 36

Iles, Jeff. Garden Centers Rate Satisfaction with Wholesale Nurseries. Research. Co-authors William Graves, Anthony Aiello, Cindy Haynes and Ken Stone. April 15, page 62

Timeless Trees. Expand your plant palette to include some durable shade and ornamental trees that have proved worthy for a variety of landscapes. Dec. 1, page 36

Irish, Mary F. A Shady Desert. Thriving in alkaline soils generally low in nitrogen, desert-adapted trees can bring comfort and beauty to the desert Southwest. July 15, page 36

Isebrands, Jud G. Caveat Emptor. Nursery professionals should only use only those popular clones that have proved to be hardy and pest- and disease-resistant. Co-author Don I. Dickmann. March 1, page 60

Jefferson, David K. Control of Lace Bug on Hawthorn. Research. Co-authors Stanton A. Gill, Rondalyn M. Reeser and Michael J. Raupp. May 15, page 72

Johnson, Monte P. Natural Deterrents. According to recent evaluations, several woody landscape plants have shown some level of pest resistance and may

prove viable alternatives to chemical pesticides. Nov. 15, page 44

Jones, Samuel W. *Elliottia racemosa*. Field Notes. March 15, page 90

Keever, Gary J. Chilling Effects on Shoot Emergence and Growth of *Hosta*. Research. Co-authors Mark S. West and J. Raymond Kessler Jr. Nov. 15, page 62

Pre-Emergence Herbicides and Container-Grown Liriope. Research. Co-authors Christine K. Hayes, Charles H. Gilliam, John W. Olive and D. Joseph Eakes. Oct. 15, page 58

Kessler, J. Raymond Jr. Chilling Effects on Shoot Emergence and Growth of *Hosta*. Research. Co-authors Gary J. Keever and Mark S. West. Nov. 15, page 62

Krezel, Cindy. Child's Play. Garden centers that host programs for children not only create gardeners of the future, they encourage adults to be consumers. April 1, page 84

Kujawski, Jennifer. *Aster patens*. Field Notes. Sept. 15, page 86

Helianthus divaricatus. Field Notes. Dec. 15, page 118

Hystrix patula. Field Notes. May 15, page 98

Pityopsis graminifolia. Field Notes. Jan. 1, page 114

Landicho, Sarah McCollum. A Natural Attraction. By focusing on simplicity and building on the area's intrinsic beauty, a landscape architect transforms a flood-prone coastal property in Maine into a naturalistic haven in this Superior Site. Sept. 15, page 48

A Perennial Favorite. The Perennial Plant Association continues to prosper and grow, offering its membership

Wind-Drift Chemical Applicators



Approximately 1,000 square feet per gallon

- ▲ Now apply chemicals on windy days! Sizes range from 4" to 72"
- ▲ Designed especially for application between rows, in aisles.
- ▲ Sizes to choose from:
 - 4" to 6" edger
 - 36" to 46" home owners model
12 gallon tank
 - 48" to 72" commercial model
20 gallon tank
 - 48" to 72" Super Pro
55 gallon tank

For more information call or write:

DANVILLE EXPRESS

Address: P.O. Box 8, 124 W. Main Harper, KS 67058
Tel: (800) 662-4212/(316) 896-7126
Fax: (316) 896-7192

For free information circle 115 on the Postage Paid Card

Introducing PRE-PRICED

NURSERY STOCK LABELS!



Sheridan Nurseries will **SAVE** you:

EFFORT: Less handling as top quality product is moved directly from the delivery truck to your sales yard displays!

TIME: No more waiting to price product before it can be sold!

MONEY: Lowers labour costs, increases product turn around, increases sales through easy to read labels for your customers!

Let Sheridan Nurseries help increase your returns!



Sheridan Nurseries Ltd.

R.R.#4 12302 10th Line
Georgetown, ON Canada, L7G 4S7

Phone: (416) 798-9790
Fax: (905) 873-2478

For free information circle 116 on the Postage Paid Card

Musser Forests

QUALITY LINERS



		Price ea. 25 to 99	Price ea. 100 to 499	Price ea. 500 or more
Scotch Pine , <i>Pinus sylvestris</i> , French, Spanish				
2-yr. Seedlings	2-0 2-4"	\$.31	\$.29	\$.19
Mugho Pine , <i>Pinus mugo pumilio</i>				
2-yr. Seedlings	2-0 2-3"	\$.31	\$.29	\$.19
3-yr. Seedlings	3-0 3-5"	\$.52	\$.48	\$.32
Ponderosa Pine , <i>Pinus ponderosa</i>				
2-yr. Seedlings	2-0 3-6"	\$.52	\$.48	\$.32
Eastern White Pine , <i>Pinus strobus</i>				
2-yr. Seedlings	2-0 3-6"	\$.34	\$.32	\$.21
2-yr. Seedlings (Precision Sown)	2-0 3-6"	\$.47	\$.44	\$.29
Southwestern White Pine , <i>Pinus strobiformis</i>				
2-yr. Seedlings	2-0 2-5"	\$.48	\$.45	\$.30
3-yr. Seedlings	3-0 6-12"	\$.70	\$.66	\$.44

Write or fax for our complete list.
We ship to all U.S. States and Canada.

PHONE (724) 465-5685 **MUSSER FORESTS, INC.** FAX (724) 465-9893
Dept. 16-A • PO BOX 340 • INDIANA, PA 15701 • EMAIL:16@messerforests.com

For free information circle 117 on the Postage Paid Card

myriad opportunities in the realm of education and promotional materials. Nov. 15, page 36

Larson, Richard A.
Cryptomeria japonica 'Globosa Nana'. Field Notes. Feb. 1, page 102

Holly: Rediscovering a Jewel. The hardy forms, festive spirit and relatively easy cultivation of *Ilex opaca* once again garner this species well-deserved attention. Aug. 1, page 32

Limit, Marc
The Scourge of Scots Pine. Nursery professionals and landscapers need to understand what causes pine wilt, so they can work on preventing and eradicating this devastating disease. Co-authors Mark Gleason and Narjess Zriba. July 15, page 46

Longfellow, Alice
Popular Promotions. By offering seasonal promotions and weekend activities, garden centers can increase sales and foot traffic year-round. Dec. 1, page 32

Macdonald, Douglas
Frontyard Facelifts. Update frontyard landscapes by softening walkways with borders of perennials and grasses, adding colorful containers to doorways and incorporating a variety of evergreens about the lawn. Oct. 15, page 52

Lonnee, Debbie
Beyond the Norm. New and unusual shrub varieties bring color, texture and beauty to foundation plantings and borders. Sept. 1, page 56

Lucadamo, Kathleen
Not Just a Pretty Face. Responding to consumers' desire for beautiful, low-maintenance roses, the All-America Rose Selections Inc. selects varieties with disease resistance and timeless color as the 2000 award winners. May 15, page 34

Manley, Reeser C.
A Perfect Fit. With attractive foliage, ornamental features, pest resistance and cold hardiness, several small trees are ideal for compact spaces in Northern landscapes. March 15, page 24

Mathers, Dr. Hannah
The Shoot-to-Root Bond. Understanding the complex and interrelated physiological and environmental processes involved in hardening woody plants can help growers improve these plants' cold tolerance. May 15, page 66

On With the Show. This summer offers a plethora of trade shows with unique displays and timely sessions. May 1, page 56

Water-Saving Strategies. Several cultural practices can conserve water in the landscape and assist in

Overwinter Protection

Guaranteed delivery at LOW pre-season prices.

Clear or White Co-Poly - Standard sizes
In stock. Special widths and lengths are available. Greenhouse Poly-NEW 4 Year at 3 Year prices.

Nurseryman's Foam Overwinter Blanket - Gives protection to 20° below zero. Helps protect plants from bronzing or winter kill. Poly-coated is also available.

Kimberly Farms Protective Nursery Covers - Protects like closed cell foam at about half the price. Widths up to 50 ft.

Superior Wire Baskets • Burlap • Twine • Nails • Bamboo Ball Carts • Sprayers • Shade Cloth • Tools • And Much More!!!

We Carry a Complete Line of Nursery Supplies
from Growing to Landscaping Needs!

GREAT WESTERN BAG COMPANY
HAS THREE LOCATIONS TO SERVE YOU

Call for our Complete Catalog

1416-18 N. Broadway
St. Louis, Mo. 63102
1-800-331-2445
Fax 1-314-421-5324

1325 Howard Dr.
W. Chicago, IL 60185
1-800-462-6707
Fax 1-708-231-3474

2411 Smithville Highway
Mc Minnville, TN 37110
1-800-762-9749
Fax 1-615-668-8395



For free information circle 118 on the Postage Paid Card

the growing of water-resistant plants. April 15, page 52

Maurice, Nelson
Protecting Your Investments. Many nursery professionals are insuring their plants to protect themselves when major losses occur. Oct. 1, page 83

Maynard, Dr. Brian K.
Sustainable Beauty. To prevent the proliferation of plants and diseases, the University of Rhode Island Cooperative Extension is listing and promoting Northeastern sustainable plants. Co-authors Marion Gold and Dr. Richard A. Casagrande. June 15, page 60

McCollum, Sarah
One-Stop Shopping. The Garden Center Management Group offers independent retailers a single source for their business-management needs. Sarah McCollum. Aug. 15, page 44

A Profitable Potpourri. By implementing shared-management techniques and focusing on horticulture before business, this West Virginia-based nursery and garden center has ballooned into a multimillion dollar company. May 1, page 44

Working Harder With Software. Increase your client base and bottom line by delivering your services more efficiently with routing software. May 1, page 40

McGowan, Brian
Souvenirs from the South. With ornamental appeal, longevity and pest resistance, Southern varieties of *Baptisia* make attractive choices for Northern landscapes. June 1, page 30

McGuigan, Patrick J.
Propagation of *Quercus myrsinifolia* and *Q. canbyi* by Stem Cuttings. Research. Co-authors Dr. Frank A. Blazich and Dr. Thomas G. Ranney. Jan. 15, page 90

McMillan, Harriett
Paradise City. The Denver Botanic Gardens offers

serene plant displays and a tropical jungle in the heart of a booming metropolis. Feb. 1, page 62

Mervosh, Dr. Todd L.
Weed Patrol. Proper use of herbicides and other weed controls can greatly reduce the container weeds in your nursery. Sept. 1, page 32

Micheletti, Tom.
Hakonechloa macra 'Aureola'. Field Notes. Oct. 15, page 90

Midden, Karen Stoelzel
Container Compositions. Using containers adds increased interest and flexibility in landscape designs. April 1, page 90

Miller, Dr. Fredric
Proper Plant Diagnosis. A systematic approach is needed to properly identify the cause of plant stresses and diseases. July 15, page 78

Take Control of Scale Infestations. Pest Control. Nov. 15, page 14

Milligan, Dr. Robert A.
Help Wanted. A solid evaluation of your company's objectives, creative advertising and good business culture go a long way when it comes to recruiting and retaining great employees in a tight labor market. Oct. 15, page 39

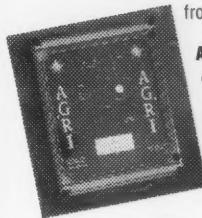
Minter, Brian
The Main Attraction. By building on European examples, North American garden centers can become popular — and profitable — tourist destinations. Jan. 15, page 64

Nameth, Dr. Stephen
Achilles' Heel. Despite their strength and hardiness, pines do have a weakness — fungal disease. Co-authors Jim Chatfield and Nancy J. Taylor. Sept. 1, page 40

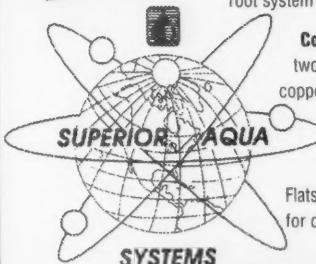
Olive, John W.
Pre-Emergence Herbicides and Container-Grown *Liriope*. Research. Co-authors Christine K. Hayes, Charles H. Gilliam, Gary J. Keever and D. Joseph Eakes. Oct. 15, page 58

Copper Ion Generators

Automatically cleans, disinfects, removes scale and algae deposits from the plumbing and irrigation system.



Applies a positive charged ion. The positive charged ions have a natural attraction to plants and trees. This adhesion of copper ion's, insures a high residual protective coating on a product.



Kills algae and mold on plants, plant trays, and in the greenhouses, reducing the chance of diseases spreading. This also enables the root system to absorb greater quantities of nutrients.

Copper ions are highly active. Concentrations are below two parts per million. There are no concerns regarding copper toxicity in the soil or harm to copper sensitive plants.

Automatically kills algae and removes scale build up on evaporative cooling systems.

Flats can be dipped in a mixture of chlorine and ionized water for disinfection purposes, **reducing chlorine cost**.

For information package call:

Superior Aqua Enterprises, Inc.

Sarasota, FL

941-923-2221 or 1-800-225-0119 Fax 941-925-4509

For free information circle 119 on the Postage Paid Card

"Where Service is Always in Season"

1200 acres —
hand-picked varieties —
selected for Midwest
hardiness.

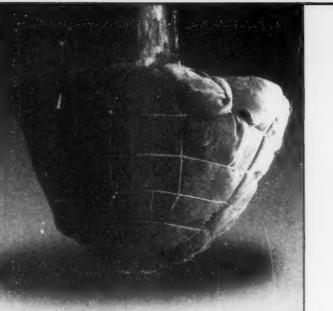

BORK NURSERIES

Onarga, Illinois • 800-222-2200 • Fax 815-268-7268

For free information circle 120 on the Postage Paid Card



Conventional Rootball



OPTIMAL Rootball

No need to compromise with the **OPTIMAL** Tree Spade.

Everyone knows cone blades dig better in difficult conditions than truncated, but their severe angle leaves many of your vital lateral roots in the ground. The rootball is too deep and with the pointed bottom it won't stand up. As a result, most users of old-style, straight-bladed machines choose a truncated blade.

A truncated blade solves these problems, but try hard or summer digging with a flat pointed blade.

Try yanking out a Locust or Redbud when your open-bottom spade has not cut the roots.

OPTIMAL's 4 curved blades are pointed to dig in difficult conditions and come together at the bottom to cut the tap root. All OPTIMAL Spades get the most possible roots with the least possible soil, reducing your shipping weight by 15% to 20%, as well as increasing survivability.

We Make Spades to Match the Way God Makes Roots.

OPTIMAL
The Ace of Spades

Bennett & Bennett Enterprises, LLC
P.O. Box 1099 • Gatlinburg, TN 37738
(865) 436-2008 • Fax (865) 436-5082
www.optimaltreespades.com

For free information circle 121 on the Postage Paid Card



TREEKOTE

The most versatile tree wound dressing on the market.

- For after the pruning of trees, rosebushes and other shrubs and vines.
- For use in tree surgery.
- For propagating orchids.
- For after grafting.
- Shields tree wounds from decay.
- Withstands all weather - hot, cold, wet or dry.
- All containers are attractive, lithographed and sales appealing.

WEED WHACKER GUARDS

Protects trees against weed whackers and lawnmowers

- Allows for easy trimming
- Promotes healthy growth
- Heavy long lasting vinyl
- Natural color
- 6 inches high



CLARK'S TREE WRAP

3 in. x 50 ft.
4 in. x 150 ft.



TROWBRIDGE GRAFTING WAX

Oldest and best known on the market.



★ VICTORINOX GRAFTING & FLORAL KNIVES ★



TREE STAKE KITS



VINYL TREE GUARDS

Protect your trees against
Sun Scald • Severe
Frosts • Rodents • Wind
Burn • Lawn Trimmers
Preserves moisture
content of bark.
Reusable.

* Available in Bulk *



B & B TRUNK PADS

Help protect B & B trees from damage during shipping and handling.

1/16" closed cell foam laminated to heavy kraft liner board • Self-adhesive, just wrap around trunk and squeeze • Will not stick to tree trunk, leaves no residue • 3 convenient sizes:
8" x 18" / 10" x 24"
15" x 30"

Custom sizes available

Walter E. Clark & Son, Inc.

P.O. Box 756 • Orange, CT 06477-0756
(203) 795-1235 • (203) 795-0174 • FAX 203-799-8683



For free information circle 122 on the Postage Paid Card

Ottesen, Carole

Gardening on the Wild Side. Outstanding native wildflowers bring year-round color and texture to the landscape. Nov. 1, page 24

Outlaw, Wayne

Worth Every Penny. Dealing with price competition involves more than just lowering your prices. Enhancing customers' perceived value of your product or service is the most effective way to stay ahead of the game. Jan. 1, page 46

Perry, Phillip M.

Cents and Sensibility. Coupons, seminars and word-of-mouth advertising can help garden center owners successfully navigate their business through the retail gauntlet. Nov. 1, page 77

Chamber of Opportunity. The chamber of commerce is an often overlooked and underutilized resource for networking and helping your business grow. April 15, page 60

Company Cease-Fire. Identifying and solving employee conflicts can help managers cool things down before they heat up. Nov. 15, page 57

Crime and Punishment. How should you react when one of your employees is arrested and charged with a crime? Sept. 15, page 54

A Family Affair. Family-owned businesses can eliminate many struggles and potential problems with open communication and solid planning. May 15, page 72

Raymond, David A. Response of Four Container Woody Ornamentals to Immature Composted Media Derived from Waxed Corrugated Cardboard. Research. Co-authors Dr. Calvin Chong and Dr. R. Paul Voroney. March 15, page 62

Maintaining Good Health. With the cost of health insurance rising, employers need to look at other options. Aug. 15, page 79

Stressed Out. Workplace stress can cost your business money, customers and employees, but there are several techniques available to reduce this increasing problem. July 15, page 90

Pressey, Wally. Earthbound. Groundcovers fill garden spaces, spreading beauty and utility in the landscape. April 15, page 28

Pyle, Allen R. Finishing School. Growers can employ certain techniques to force flowering and schedule perennials for specific sales windows. March 15, page 46

Planting the Seeds of Success. Growers can find success propagating perennials by seed using the proper protocols. Feb. 1, page 52

Ranney, Dr. Thomas G. The Big Screen. *Thuja × 'Green Giant'* is becoming popular among landscapers, growers and homeowners alike. This easy-to-propagate cultivar makes a beautiful, hardy screen. Co-authors Jason J. Griffin, Dr. Frank A. Blazich and Dr. Stuart L. Warren. Nov. 1, page 68

Propagation of *Quercus myrsinifolia* and Q. canbyi by Stem Cuttings. Research. Co-authors Patrick J. McGuigan and Dr. Frank A. Blazich. Jan. 15, page 90

Raupp, Michael J. Control of Lace Bug on Hawthorn. Research. Co-authors Stanton A. Gill, David K. Jefferson and Rondalyn M. Reeser. May 15, page 72

Reed, Nicole A. Australian Fuschia. Although often underused, Correa species and cultivars make nice landscape additions in Mediterraneanlike

climates. Dec. 1, page 42

Reeser, Rondalyn M. Control of Lace Bug on Hawthorn. *Research*. Co-authors: Stanton A. Gill, David K. Jefferson and Michael J. Raupp. May 15, page 72

Ribeiro, Dr. Olaf K. Rottin' Roots. Root rot can wreak havoc in a nursery, but through accurate diagnosis and proper cultural, biological and chemical controls, nursery professionals can limit the damage and stop this disease. Nov. 15, page 48

Robertson, Iain M. In the Spirit. When renovating a garden, landscape designers must take care to preserve the spirit of the original landscape design. Oct. 15, page 43

Rose, Nancy *Alchemilla mollis*. *Field Notes*. June 1, page 82

Craataegus crus-galli var. *inermis*. *Field Notes*. Feb. 15, page 82

Schlein, Barbara *Amsonea hubrichtii*. *Field Notes*. April 15, page 90

Schlossberg, Matt Bridge Over Trading Waters. *The SUSTAINA Mission to the IPM Horticulture Trade Show takes the US industry to the world's fair of horticulture*. Dec. 15, page 88

Schneider, Michael J. *Buxus* × 'Green Gem'. *Field Notes*. Oct. 1, page 122

Picea glauca var. *densata*. *Field Notes*. Jan. 15, page 122

Schnelle, Dr. Mike *Salvia uliginosa*. *Field Notes*. Aug. 15, page 110

Ulmus alata. *Field Notes*. March 1, page 98

Schuch, Ursula Hosta Takeover. Proper cultural practices, fungicides and other methods can control or prevent crown rot on hostas. Co-authors Brooke Edmunds and Mark Gleason. Oct. 1, page 66

Schuster, James E. Don't Get Rusty. By properly identifying cedar-apple rust, cedar-hawthorn rust and cedar-quince rust, nursery professionals can limit damage from these fungal diseases. May 1, page 70

Schwartz, Terry A Garden Walk-Through. A Minnesota nursery professional shares the Upper Midwest woody ornamentals and perennials that adorn his back yard. July 1, page 32

Roses for the 21st Century. Hailing from Canada are many beautiful and hardy rose varieties ideal for the Upper Midwest. May 15, page 26

Sorbus decora. *Field Notes*. April 1, page 126

Seidler, John Handling Hellebore Seed. The challenge of growing hellebores from seed can be overcome with the proper production methods — and patience. Nov. 1, page 34

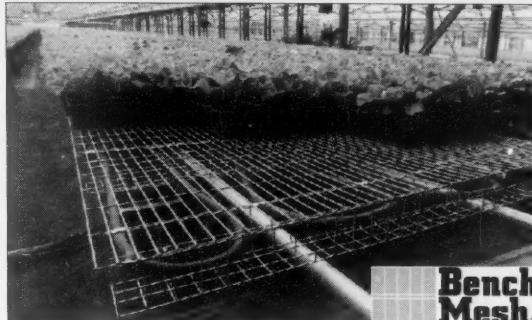
Shaw, Dr. Peter Peter Picks a Pack of Pond Plants. A North-western pond designer shares his plant picks for creating the ultimate water feature. July 1, page 42

Sibley, Jeff Cooking Up Sales. Sharing recipes with customers can build loyalty, gain referrals and boost sales. July 15, page 86

The Right Solution. A basic understanding of how to mix liquid hormones properly can save money and deliver propagating success. May 1, page 52

Simmons, Dan Sudden Impact. With a plethora of radiant colors, sizes and textures, perennials are now being used in many ways to liven up the landscape. Nov. 15, page 30

Singh, Surendra P. Trade Shows as Marketing Tool for Growers. *Research*. Co-authors Enefiok P. Ekanem,



Bench Mesh

This extraordinary 'galvanized after welding' wire mesh delivers all the strength, durability you need in panels, rolls, vinyl coated and in our latest innovation the **CHANNEL BENCH TOP**, as shown above. "Bench Mesh" is perfect for fixed or rolling benches in convenient sizes, meshes and gauges.

Available through your local Greenhouse Manufacturers and Nursery Supply Companies.

Bartlett Bench & Wire, Inc

P.O. Box 298

Friendship, ME 04547

Tel: (207) 354-6960 • Fax: (207) 354-0331

For free information circle 123 on the Postage Paid Card

PINUS NIGRA Austrian Pine

Available in quantity
from 5'-9'



"Trees Since 1929"

Millane Nurseries, Inc.

604 Main Street • Cromwell, CT 06416 • 860 635-5500 • FAX 860 635-3685
www.millane.com • sales@millane.com

For free information circle 124 on the Postage Paid Card

Shade
 Maple
 Locust
 Birch
 Red Bud
 Ash • Oak
 Willow
 Linden

Bare Root Trees



Premium Quality

Ornamental

Flowering Crab • Weeping Crab
 Flowering Cherry • Flowering Plum

Fruit
 Apple
 Apricot
 Peach
 Nectarine
 Cherry
 Pear
 Plum

Baker West, Inc.

20495 Butteville Road
 Hubbard, Oregon 97032
 Phone: (503) 678-1214
 Fax: (503) 678-1250
 Email: inquiriesbr@bakerwest.com



A Robert Baker Company

For free information circle 125 on the Postage Paid Card

TROPICAL & PERENNIAL GARDEN FERNS

"When you think ferns,
 think CASA FLORA"
 FOR MORE THAN 33 YEARS
 "Your Fern Source"™

56 varieties produced every week
 from our own tissue culture labs

WE SUPPORT ALL BROKERS!

P.O. Box 41140, Dallas, TX. 75241
 1-800-233-3376
www.casaflo.com
 email: fernguys@aol.com



For free information circle 126 on the Postage Paid Card

Fisseha Tegegne and Sam O. Dennis. Feb. 15, page 52

Singley, Tanya
 Mission Possible. Creating a mission statement can make the difference between a successful business and a failed one. Feb. 15, page 47

Smith, Thomas
 Containing Beauty. Combination containers create profit, exceed customers' expectations and expand the market for high-quality plant presentations. Take advantage of what this new craze has to offer. Feb. 15, page 28

Sorenson, Rick
 Climbing the Walls. Decorative foliage, stunning blooms and interesting growing patterns make vines and other climbers popular choices for landscapes. April 15, page 40

Spicer, Frederick R. Jr.
 In Style. Landscape designers who understand architectural styles can create appropriate — and better — landscapes. April 1, page 26

Titanic Trees. Large trees not only offer powerful structure to outdoor spaces, they add interest, shelter and wonder for future generations to enjoy. July 15, page 26

Stack, Lois Berg
 Setting Your Sites. Determining the characteristics of a difficult site and understanding how to adjust to those conditions can help landscape designers turn a problem area into a thriving garden. Dec. 1, page 48

Stahl, Brandon
 Jumping on the Brand Wagon. By branding its plants and developing new marketing schemes, Monrovia, as well as other growers, are attempting to generate higher profits and stronger customer loyalty. Sept. 15, page 43

To Certify or Not to Certify. Certified Landscape Technicians — CLTs — are growing in numbers. Can your

company or your career benefit? Aug. 15, page 58

Steingold, Fred S.
 2000: A Business Odyssey. As a computer-driven America hurtles into a new age, emerging trends will change the way business law works. Dec. 1, page 63

The Key to Claiming. Business owners can help themselves at tax time by becoming familiar with which business expenses are deductible. March 1, page 67

Smooth Selling. When selling or buying a business, a detailed sales contract is needed along with other safeguards. July 1, page 57

Stone, Ken
 Garden Centers Rate Satisfaction with Wholesale Nurseries. Research. Co-authors Jeff Iles, William Graves, Anthony Aiello and Cindy Haynes. April 15, page 62

Strother, Ellen Vincent
 A Style of Their Own. South Carolina garden center owners have found success by creating their own niches. March 1, page 52

Sutton, Carol J.
 Courting the Consumer. To increase their business, growers and garden center owners need to meet the demands of the often-overlooked consumer — the home gardener. Feb. 15, page 40

Talmage, Ellen
 Beyond the Sea. Seaside landscapes require hardy plants that are tolerant of conditions not often found in traditional garden settings. March 15, page 58

Taylor, Nancy J.
 Achilles' Heel. Despite their strength and hardiness, pines do have a weakness — fungal disease. Co-authors Dr. Stephen Nameth and Jim Chatfield. Sept. 1, page 40

Tegegne, Fisseha
 Trade Shows as Marketing Tool for Growers. Research. Co-

authors Enefiok P. Ekanem, Surendra P. Singh and Sam O. Dennis. Feb. 15, page 52

Tormey, Gregory
A Conifer Collection. Unusual conifer varieties bring diversity to the landscape, and are worth adding to the plant palette. Jan. 15, page 58

Turner, Steve C.
Determining Customer Preferences in the Green Industry. Research. Co-authors Susan S. Barton, John R. Brooker and Charles R. Hall. Sept. 15, page 58

Upchurch, Brian
Ulmus alata 'Lace Parasol'. Field Notes. Nov. 1, page 122

Van Dellen, Jim
The Buck Stops Here. Several control strategies are available to help nursery professionals keep unwanted deer away from valuable ornamentals. March 1, page 24

A Retail Outlet. The Garden Centers of America keeps garden center owners up-to-date on retail and consumer trends. May 1, page 67

Smart Carts. Display carts increase sales and decrease labor. So why do many retailers insist on using cinder blocks and tabletops for their displays? Feb. 15, page 32

Treasure Island. Through success and devastation, Bainbridge Gardens continues to serve as a premier destination garden center on Bainbridge Island, WA. Sept. 1, page 68

Van de Water, John
Viburnum sieboldii. Field Notes. Aug. 1, page 94

Voroney, Dr. R. Paul
Response of Four Container Woody Ornamentals to Immature Composted Media Derived from Waxed Corrugated Cardboard. Research. Co-authors David A. Raymond and Dr. Calvin Chong. March 15, page 62

Warren, Dr. Stuart L.
The Big Screen. *Thuja* x

'Green Giant' is becoming popular among landscapers, growers and homeowners alike. This easy-to-propagate cultivar makes a beautiful, hardy screen. Co-authors Jason J. Griffin, Dr. Frank A. Blazich and Dr. Thomas G. Ranney. Nov. 1, page 68

West, Dr. Clark
Thuja Thrills. The many shapes, lacy foliage, and brilliant greens and golds of arborvitae should earn this conifer higher regard among Northern landscapers. Co-authors Dr. Edward Hasselkus and Dr. Mark Zampardo. May 15, page 40

West, Mark S.
Chilling Effects on Shoot Emergence and Growth of *Hosta*. Research. Co-authors Gary J. Keever and J. Raymond Kessler Jr. Nov. 15, page 62

Wilson, Diane
Sow Easy. To successfully propagate wildflowers by seed, growers need to know about obtaining quality seed, pregermination treatments and direct seeding. Sept. 15, page 24

Zampardo, Dr. Mark
Jumping for Junipers. Despite the stereotypes often placed on junipers, there are a number of unique cultivars hardy to the East and Midwest that can bring a fresh twist to this old standby. Oct. 1, page 56

Thuja Thrills. The many shapes, lacy foliage, and brilliant greens and golds of arborvitae should earn this conifer higher regard among Northern landscapers. Co-authors Dr. Edward Hasselkus and Dr. Clark West. May 15, page 40

Zriba, Narjess
The Scourge of Scots Pine. Nursery professionals and landscapers need to understand what causes pine wilt, so they can work on preventing and eradicating this devastating disease. Co-authors Mark Gleason and Marci Linit. July 15, page 46

BALLED & BURLAPPED



Strathmeyer Forests, Inc.

Size	5 - 15	16 - 100	Size	5 - 15	16 - 100	Size	5 - 15	16 - 100
CANAAN FIR			CONCOLOR FIR			SOUTHWEST WHITE PINE		
3' to 4'	\$28.00	\$24.00	3' to 4'	\$33.00	\$29.00	5' to 6'	\$43.00	\$34.00
4' to 5'	\$37.00	\$32.00	4' to 5'	\$46.00	\$38.00	6' to 7'	\$56.00	\$45.00
5' to 6'	\$54.00	\$45.00	5' to 6'	\$54.00	\$46.00	7' to 8'	\$82.00	\$60.00
6' to 7'	\$77.00	\$68.00	6' to 7'	\$78.00	\$68.00	8' to 9'	\$95.00	\$84.00
7' to 8'	\$92.00	\$83.00	7' to 8'	\$97.00	\$87.00	9' to 10'	\$132.00	\$107.00
8' to 9'	\$113.00	\$96.00				10' to 11'	\$141.00	\$118.00
CANADIAN HEMLOCK			DOUGLAS FIR			WHITE PINE		
3' to 4'	\$28.00	\$25.00	3' to 4'	\$26.00	\$22.00	4' to 5'	\$30.00	\$27.00
4' to 5'	\$39.00	\$36.00	4' to 5'	\$31.00	\$29.00	5' to 6'	\$41.00	\$32.00
5' to 6'	\$53.00	\$48.00	5' to 6'	\$44.00	\$39.00	6' to 7'	\$52.00	\$44.00
6' to 7'	\$74.00	\$69.00	6' to 7'	\$56.00	\$47.00	7' to 8'	\$78.00	\$56.00
7' to 8'	\$103.00	\$97.00	7' to 8'	\$88.00	\$71.00	8' to 9'	\$114.00	\$97.00
8' to 9'			8' to 9'	\$150.00	\$116.00	9' to 10'	\$131.00	\$103.00
COLORADO BLUE SPRUCE			NORWAY SPRUCE			WHITE SPRUCE		
(\$10 less for Green Spruce)			3' to 4'	\$36.00	\$32.00	3' to 4'	\$25.00	\$22.00
3' to 4'	\$35.00	\$31.00	4' to 5'	\$48.00	\$40.00	4' to 5'	\$32.00	\$30.00
4' to 5'	\$51.00	\$42.00	5' to 6'	\$69.00	\$54.00	5' to 6'	\$47.00	\$38.00
5' to 6'	\$68.00	\$53.00	6' to 7'	\$90.00	\$80.00	6' to 7'	\$64.00	\$52.00
6' to 7'	\$85.00	\$71.00	7' to 8'	\$116.00	\$101.00	7' to 8'	\$87.00	\$75.00
7' to 8'	\$100.00	\$87.00	8' to 9'	\$153.00	\$116.00	8' to 9'	\$112.00	\$95.00
8' to 9'	\$114.00	\$99.00	9' to 10'			9' to 10'	\$146.00	\$111.00
9' to 10'	\$141.00	\$117.00						
10' to 11'	\$165.00	\$152.00						
11' to 12'	\$200.00	\$165.00						

Commercial grades
are available

- Fourth Generation Growers of Quality B & B Stock -

To Order Call 1-800-345-3406 or Fax 717-292-4129
web: www.strathmeyer.com e-mail: sales@strathmeyer.com

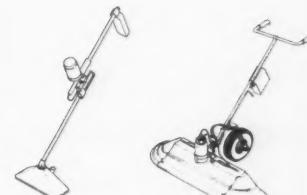
For free information circle 127 on the Postage Paid Card

MANKAR Herbicide Sprayers for Spraying undiluted Roundup®

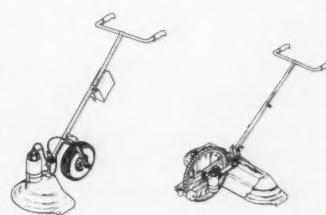
The MANKAR herbicide sprayers are shrouded spinning disc sprayers designed for the Controlled Droplet Application (CDA) of herbicides in narrow bands. They offer huge savings in application volumes, time and effort compared with hydraulic nozzle sprayers (which commonly use over 20 gallons per acre). By efficiently producing only the spray droplet sizes appropriate for herbicide application the MANKAR-Sprayers cut spray volumes and costs dramatically.

The MANKAR-Sprayers are ideal for all situations where weed control is required in a narrow strip.

They are used for inter-row spraying in crops and for general clean-up spraying operations around buildings, along fence lines, etc. The precise application also makes them ideal for orchard, vineyard, domestic, turf, and industrial spraying operations. The control of spray droplet size and the downward projection of the spray together with the hood minimize any risk of spray drift.



MINI-MANTRA MANKAR-110 P



MANKAR-P MANKAR-110 GP



AgTec Division
Ag-Chem Equip., Co., Inc.
5720 Smetana Dr., Ste 100
Minnetonka, MN 55343
800-704-4292
jdonnel@agchem.com

For free information circle 128 on the Postage Paid Card